



Team Purple • Mission First. People Always.



## IFS PARTNER PACK

### The IFS Training Partner That Doesn't Compete With You

White-Label IFS Training for Gold & Regional Systems Integrators

→ Protect your project margins

→ Reduce training-related risk

→ Scale without permanent hiring

*Launching Q2 2026* | **Now accepting 5 Founding Partners**

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## WHY CLOUDREADY EXISTS

### Why we are building CloudReady Training

After working in IFS implementations as project managers, sales professionals, and recruiters, we kept seeing the same pattern:

Training ends up being the project risk nobody plans for properly.

- Scoped too lightly in proposals (to stay competitive)
- Delivered by technical consultants (not their strength)
- Compressed when projects run late (sacrificing quality)
- Ends at go-live (while users still struggle)

**Result: 50–70% of ERP implementations fail to achieve target ROI.**

**Poor user adoption is consistently cited as the #1 cause — and it is entirely preventable.**

### This is why we built CloudReady Training

Not as another implementation partner competing for projects.

But as the specialist training partner that IFS Gold and Regional SIs can plug into their projects when they need:

- ✓ Training expertise without permanent hiring
- ✓ White-label delivery under your brand
- ✓ Overflow capacity when your team is stretched
- ✓ Specialist knowledge for complex IFS Cloud implementations
- ✓ Risk mitigation for projects where training is under-scoped



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## OUR SERVICES

We offer flexible engagement models designed to complement your existing delivery capability—not replace it.

### 1. Training Needs Analysis & Planning

Stakeholder interviews, process mapping, user role definition, and comprehensive training plan development.

*Duration: 1-2 weeks | Investment: £5,000-£12,000*

### 2. Training Material Development

Customised to your client's specific IFS Cloud build. Role-based modules across Finance, Supply Chain, Manufacturing, HR, and other functional areas. Multiple formats: presentations, exercises, videos, quick reference guides.

*Duration: 3-6 weeks | Investment: £12,000-£35,000 per module*

### 3. Train-the-Trainer Programmes

Upskill client super users to deliver training internally. Includes presentation skills, adult learning principles, practice sessions with feedback, and ongoing coaching support.

*Duration: 2-5 days | Investment: £8,000-£15,000*

### 4. End-User Training Delivery

Classroom training at client sites, virtual training delivery, hands-on practice with client system, and user adoption support. Available white-label under your brand.

*Duration: 4-12 weeks | Investment: £750-£1,200 per day*

### 5. Post-Go-Live Support

Hypercare support, floor-walking, issue resolution, additional coaching, documentation refinement, and process optimisation workshops.

*Duration: 2-8 weeks | Investment: £4,000-£6,000 per week*

### 6. Change Management Services

Stakeholder engagement, communication planning, resistance management, user adoption measurement, and executive coaching.

*Duration: Ongoing | Investment: £6,000-£12,000 per month*



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## WHAT MAKES US DIFFERENT

### ✓ Real Implementation Experience

Founded by project managers who've led major IFS programmes. We've been in the war room at 2am before go-live. We know what breaks, what works, what matters.

### ✓ IFS-Only Focus

Deep platform expertise across all IFS versions (Apps 7.5 through IFS Cloud). We speak IFS. We live IFS. We're Team Purple.

### ✓ The CloudReady Method™

Readiness → Capability → Mastery. We don't just train users, we transform capability. Proven approach consistently achieving 85–90% adoption rates versus a 50–60% industry average.

### ✓ Flexible Engagement

Not locked into full-service. Need just materials? Just delivery? Just strategy? We can help. White-label options available for partners who want training under their brand.

### ✓ Scalability Without Headcount

Access to IFS-specialist contractor network via GoLive Recruitment. Scale up and down as projects demand, without permanent hiring commitments.



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## HOW TO WORK WITH US

We've designed our engagement models to fit seamlessly into your existing delivery process:

### Model 1: White-Label Delivery

We deliver training under your brand. Your client sees your consultants, your materials, your quality control. We handle the specialist training expertise behind the scenes.

*Ideal for: Projects where you've won the work but need training capacity*

### Model 2: Co-Branded Partnership

Joint delivery where both brands are visible. You lead the implementation, we lead the training workstream. Client benefits from specialist expertise in each area.

*Ideal for: Larger projects where specialist training is a selling point*

### Model 3: Materials Only

We develop customised training materials, you deliver them. Perfect for partners with training capability but limited bandwidth for content development.

*Ideal for: Partners who have trainers but need quality content faster*

### Model 4: Overflow Capacity

When your team is at capacity across multiple projects, we provide additional trainers on a project-by-project basis. Scales up and down as needed.

*Ideal for: Established partners with variable training demand*



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## FOUNDING PARTNER PROGRAMME

Limited to 5 IFS Partners | Launching Q2 2026

We're offering founding partner status to the first five IFS Gold or Regional Systems Integrators who commit to working with us. Founding Partners receive:

- 20% discount on all services for first 12 months
- Priority access to training resources and scheduling
- Co-development input into service offerings and materials
- Featured case study and co-marketing opportunities
- Dedicated account management
- Exclusive quarterly partner strategy sessions

**Commitment required:** Minimum two projects in first 12 months. Provide feedback and testimonial. Participate in service refinement discussions.

**Timeline:** Applications accepted through April 2026. Founding Partner status confirmed by May 2026.



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## NEXT STEPS

If CloudReady Training could be the right fit for your IFS practice, here's how to take it forward:

### Step 1: Schedule a Discovery Conversation

A focused 30-minute conversation about your IFS practice, your project pipeline, and your training challenges. No pitch. No obligation. Just clarity on whether we can help.

### Step 2: Review Partnership Agreement

We'll share standard partnership terms, commercial models, and white-label options for your review.

### Step 3: Pilot Project (Optional)

Test our services on a smaller engagement before committing to full partnership. Founding Partner discounts apply from day one.

## CONTACT US

**Email:** [hello@cloudreadytraining.com](mailto:hello@cloudreadytraining.com)

**Website:** [www.cloudreadytraining.com](http://www.cloudreadytraining.com)

## THE CLOUDREADY TEAM

*Founded by IFS ecosystem professionals: Nemer Habib (Implementation & Delivery), Ellis Saczak (Talent & Scalability via GoLive Recruitment), and supported by Neil G. Campbell (Marketing & Business Development).*

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We don't compete. We complement.*