

CIMCLOUD'S ONE-HOUR-NO-HOMEWORK PROGRAM

CIMcloud's One-Hour-No-Homework (OHNH) Program is an opportunity for Sage Partner Reps to work with CIMcloud on developing opportunities within their existing customer base for the Sage 100 Customer Portal, a Sage exclusive offering only available on the Sage 100 Price List.

The "One-Hour-No-Homework" Call

Attendees: Sage Partner Rep
CIMcloud Rep
Sage PAM/PSS (Optional)

The Format: A video call where both the Sage Partner Rep and CIMcloud Rep will have screen sharing capabilities. The Sage Partner Rep will need access to their Sage 100 customer account list, including email addresses. This will be an interactive session where the Sage Partner Rep will identify and send warm email introductions to existing Sage 100 customers. CIMcloud will help in identifying accounts and provide an email template.

Agenda:

1. (5-10 minutes) Introductions, recap of the OHNH program & typical customer targets
2. (45-50 minutes) Account review and email introductions
3. (5 minutes) Wrap-up & book next OHNH call

Process: During the account review and email introductions, we will discuss potential accounts that would benefit from Sage 100 Customer Portal and the appropriate contacts at the account. Starting with a template provided by CIMcloud, the Sage Partner reps will email each contact and CC the CIMcloud team. From there, CIMcloud will take all of the "homework" of following up and developing the opportunity with the target accounts. CIMcloud will include the Sage Partner rep at whatever level is desired.

Outcomes: The Sage Partner Rep will have sent 10+ emails to 10+ Sage 100 customers
The CIMcloud team will be CC'd on the emails
The CIMcloud team will follow up with a regular cadence to develop the opportunity
The Sage Partner Rep has no additional "homework"
The next OHNH call will be on the books

