

Partner Onboarding

Confidential

Partner material

A simple onboarding path for partners who want to sell, demonstrate or support SIBGuard

HOW TO START WITH SIBGUARD



Partner Onboarding Steps

1 Contact Us

Send the first interest, share your market, focus and propose a short introductory meeting.

2 Alignment meeting

Discuss partner role, target customers, sales approach, support needs and expected cooperation model.

3 NDA and partner setup

Sign NDA, agree commercial principles, commission model, payment logic and basic cooperation rules.

4 Partner training

Learn SIBGuard positioning, product logic, use cases, customer questions and sales arguments.

5 Contract and Demo preparation

Agree partner contract, demo devices, portal access, presentation setup, customer demo process and support responsibilities.

6 First customer activity

Prepare first leads, joint customer meetings, PoC approach, CRM tracking and regular business communication.

What should be **agreed** before active selling

Commercial setup

Partner role, commission level, margin basis, payment after customer payment and renewal rules.

Operational setup

Demo devices, portal access, CRM connection, sales support, marketing and regular communication

First Customer Setup

Select the first opportunity, customer context, expected value and opening approach.

Sales Execution Model

Agree who drives the sale, how SIBGuard supports it and how progress is tracked.

First Customer Pilot as Decision Point

A joint first pilot (PoC) helps verify customer interest, partner role, delivery setup and next cooperation model.

NEXT STEP

Contact SIBGuard, schedule the first meeting and define the best way to start cooperation