



# Fit4Business®

## The Channel Partner Enablement Programme for Multi-Vendor Certifications, Specialisations and Competencies

As the worldwide leader in IT and business training, Global Knowledge is the first to develop and deliver a partner enablement programme to help channel partners achieve, track, and manage their multi-vendor certification, specialisation and competency requirements for Cisco, Microsoft and VMware. Our close collaboration with the world's technology leaders ensures we are the first to market with new courses, specialisations and certifications. This means that our customers are among the first to adopt and maximise new technologies for a competitive advantage.

Through our strong partnerships, we are able to offer a comprehensive partner enablement programme called Fit4Business®. This unique programme helps drive return-on-investment throughout the certification, specialisation, and competency process. It is an end-to-end solution that incorporates an easy-to-use, reliable, and cost effective tool. It demystifies the perceived complexities associated with vendor certification, specialisation and competency requirements for channel partners.

### Multi-Vendor Programmes Covered

 <ul style="list-style-type: none"> <li>• Select to Gold</li> <li>• Datacenter</li> <li>• ATP</li> <li>• Master</li> <li>• MSCP</li> </ul>	 <ul style="list-style-type: none"> <li>• Professional to Premier in all programs</li> </ul>	 <ul style="list-style-type: none"> <li>• Silver &amp; Gold Competencies</li> </ul>
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**Fit4Business®**

### Fit4Business® – Enabling Channel Partners Today to Build Business Strengths for Tomorrow

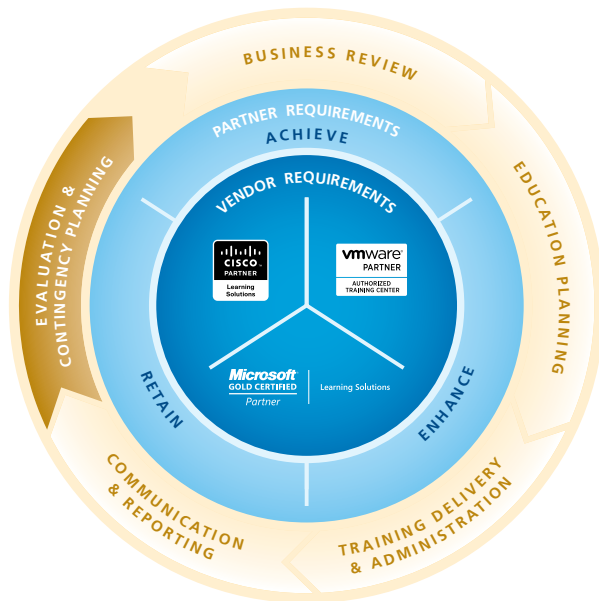
- Align with vendor strategies for success
- Accelerate and manage the skills of your business
- Stay competitive
- Stay focused on your business
- Develop existing and new core business
- Realise economic & strategic benefits

“Cisco Worldwide Learning Partner Channel is excited to support Global Knowledge’s Fit4Business® programme that helps our partners maintain and achieve new, and often higher, levels of Cisco partner status. As a Cisco Learning Solutions Partner, Global Knowledge delivers an easy to manage solution that helps our partners understand the training and certifications required to maintain and reach new specialisations. These specialisations enable our partners to build their Cisco technology expertise and validate the knowledge and skills customers expect from a Cisco Certified Partner.”

**Andres Sintes**  
Global Director - Cisco WW Learning Partner Channel

## Fit4Business® – The Complete Managed Solution

Our Fit4Business® program helps partners develop skills competencies and job roles through a comprehensive training plan. It is based on a tried and tested methodology that is easy to implement, monitor, evaluate and follow up. This managed solution offers a Fit4Business® tool that enables efficient consultancy, accurate requirements calculations and on-going partner status management.



### About the Solution

The Fit4Business® solution provides the channel community with these key components to help them achieve, retain, and enhance their partner status:

- **Business Review – Consultancy and Planning**  
We work with you to analyse your current employee certification, specialisation and competency status. The consultancy phase uses tools and templates developed by Global Knowledge and employs well known analysis techniques.
- **Education Planning**  
The output from the business review phase is a fully tailored training plan covering the learning requirements at an individual and organisational level. This helps you develop your partner status in a timely and cost-effective way.
- **Training Delivery and Administration**  
We take your selected candidates through a tailored schedule of courses so they can gain the relevant certification, specialisation, or competency-led training that is needed for you to achieve your partnership status. As part of the Fit4Business® managed solution, we will register students for training as well as manage class transfers and cancellations and record successful completions.
- **Communication and Reporting**  
We will regularly provide you and the vendor with an update of your progress. Additionally, we will notify you of any delays and will work with you to keep your candidates on track.
- **Evaluation and Contingency Planning**  
Once you have achieved your partner status, we will work with you to ensure that your employees meet the criteria that are required to maintain your partnership status. We will also develop a contingency plan with you. This involves identifying a second generation of staff who need to meet their certification, specialisation or competency requirements to help you future proof your business.

### Driving Return on Investment

“Fit4Business® has allowed 2e2 to drive return on investment throughout the certification process. The end to end solution is easy to use, reliable, and cost effective which allows us to view and manage all of our Cisco, Microsoft, and VMware certifications in one place. The combination of consultancy, planning, and contingency analysis makes the service invaluable to partners looking to maintain a robust vendor offering.”

Samantha Kinstrey  
Managing Director, 2e2

### Deeply Committed to Enabling Channel Partners

“Global Knowledge has successfully deployed this managed solution to enable channel partners to achieve certification across three leading IT vendors, Cisco, Microsoft and VMware. Our expertise in managing training programmes for our customers, coupled with our extensive global coverage across multiple countries, helps ensure a high quality managed solution for our customers worldwide.... We are deeply committed to enabling channel partners to achieve their certification, specialisation, and competency requirements.”

Richard Pryor-Jones  
EMEA President, Global Knowledge

### Contact Us

Global Knowledge  
Iepenhoeve 5  
3438 MR Nieuwegein  
T. 0800 – KNOWLEDGE (0800 – 566953343) - gratis  
E. [info@globalknowledge.nl](mailto:info@globalknowledge.nl)  
I. [www.globalknowledge.nl](http://www.globalknowledge.nl)