






Partner Program Benefits 2017

3P Learning is a world-leading SaaS developer of K-12 online learning resources



-  > 90% customer retention rate
-  > 5.7M active global customer licences
-  > 20 000 school customers in 117 countries
-  > 250 000 teachers depend on 3PL products
-  Multiple 'best of' product awards &
> 96% user recommendations

3PL Partner Benefits

Customized marketing and training support




- ▶ Easy partner onboarding
- ▶ Partner-branded online campaigns
- ▶ Pro-active customer performance statistics and reporting

Dedicated sales enablement

- ▶ Partner-branded customer portal
- ▶ Rich library of product resources
- ▶ Ready access to experts and thought-leaders
- ▶ Ready access to lead and pipeline management



3PL Partner Customer Benefits

- ▶  Easy customer onboarding
 - ▶ Quick trial and onboarding
 - ▶ SaaS platform
 - ▶ Rich library of instructional resources
 - ▶ For districts, schools and teachers, parents
- ▶  Flexible customer service
 - ▶ 100% 3P provided service or partner blended model
- ▶  3P Learning customer and partner community membership
 - ▶ Access to other partners in the community



3PL Partner Opportunities

Finder

▶ Lead generation, interest determined

Agent

▶ Above plus Demo, Trial, Sale

Representative

▶ Above plus Implementation, Training, Support, Renewal

