



Destination SuiteLife Demo & Delivery

NetSuite is invested in the growth of its Partner ecosystem. Bringing NetSuite knowledge to new practitioners is important. Globally the NetSuite Enablement Team uses its Destination SuiteLife Classes to accelerate your onboarding. This Partner Demo & Delivery Week curriculum offers in-person, onboarding training for Partners on how to demonstrate and deliver implementations of NetSuite.

This curriculum is tailored for rapid onboarding new-to-NetSuite resources. Attendees will learn pre-sales demonstration techniques and steps for executing successful delivery, using a traditional or SuiteSuccess methodology. Active hands-on sessions will show partner practitioners the best methods to be successful with NetSuite clients. And we will have some fun and engaging activities along the way.

As part of this learning experience there is crucial pre-work via easy-to-consume on-demand eLearning. The curriculum component can be consumed as your schedule allows.

Program Objectives are to learn the following:

- What is NetSuite Cloud ERP
- What is the SuiteSuccess Customer Engagement Model
- How to Effectively Demonstrate NetSuite
- How to Approach and Scope Deployment using SuiteSuccess templates
- Key elements needed to configure and deploy NetSuite.

We have incorporated a number of exciting hands on activities and role plays to assist with the learning process. There are prizes as well!

A few key benefits of the SuiteLife program are as follows:

- Accelerated business velocity via repeatable solutioning models
- Increased ARR & Attach rates for partners
- Faster, lower risk, and more productive go-lives

Upon completion of the Demo & Delivery component, you will be armed with the tools necessary to succeed as well as a variety of support options and learning paths.

SuiteLife is a journey where you will be supported, and your success is limitless! Welcome to the SuiteLife!