The first step toward achieving exponential benefits far into the future

“The beginning is the most important part of the work.” – Plato

A good start provides a strong and sound foundation for a relationship. Partner onboarding is a crucial first step to defining the role and responsibilities of each partner-vendor relationship. This initial phase is all about setting expectations for success. Alcatel-Lucent Enterprise (ALE)’s structured approach to Partner onboarding helps to initiate and structure a process to make onboarding easy. The onboarding journey provides a well-structured program to make onboarding successful and more efficient.

Support our Partners along their journey, to reach their business goals while making it easy to work together.

Our commitment

Support our Partners along their journey, to reach their business goals while making it easy to work together.

The onboarding journey

Quick and efficient onboarding for success

The Partner onboarding journey is a multistep, structured process to ensure an easy and efficient onboarding experience for our ALE Partner Program. Alcatel-Lucent Enterprise focuses on delivering a well-structured program to make onboarding successful and more efficient. The onboarding journey provides a well-structured program to make onboarding successful and more efficient.

Benefits

The 4 pillars of successful Partner onboarding

• Education
• People
• Procedures
• Expectations

Benefits

• Speed
• Customisation
• Governance and support
• Profitability

Invest in your success. Take part in the ALE Partner onboarding process now. To learn more, consult the Partner Program menu on our website or contact your ALE Channel Sales Manager.

The Partner onboarding journey

0-30 DAYS

The onboarding journey begins after the contract is signed and provides a milestone roadmap for the first 12 months of the partnership. It is the start of a long and fruitful relationship.

12 MONTHS

A successful onboarding journey leads to a well-structured, profitable relationship.

5-6 MONTHS

Partners become successful and profitable selling ALE solutions, products and services.

60 DAYS

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90 DAYS

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30 DAYS

Onboarding begins after the contract is signed and provides a milestone roadmap for the first 12 months of the partnership. It is the start of a long and fruitful relationship.

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