

# Sage ERP X3

## Implementation Consultant

### Onboarding Program Overview

## Table of contents

Program overview	3
Program benefits	3
Program requirements	4
Required training	4
Competency roles	4
On-the-job shadowing	5
How to get started	5

## Program overview

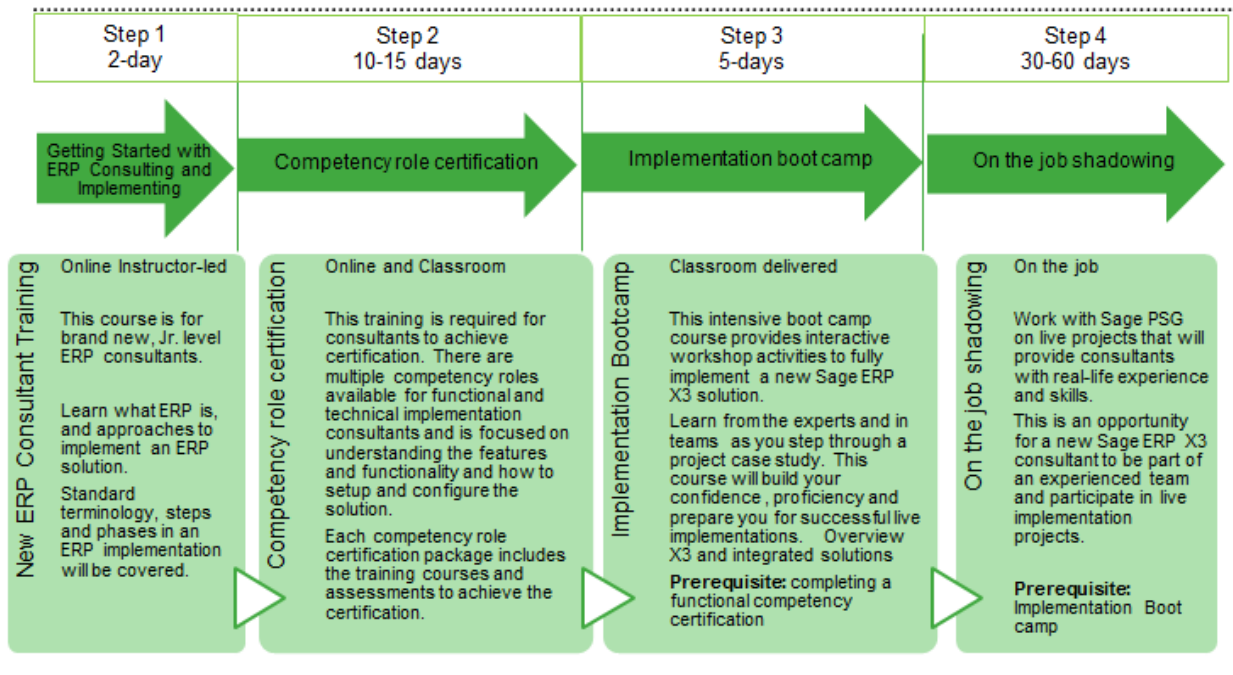
Whether your organization is new to the ERP consulting profession or has been implementing ERP solutions for years, the Sage ERP X3 Implementation Consultant Onboarding Program will help prepare your consultants (experienced, but new to Sage ERP X3, or still in training) to successfully implement a Sage ERP X3 solution.

Sage developed this optimal onboarding process to get your consultants up to speed and out in the field in a shorter period of time. This program has content from years of Sage ERP X3 implementation experience, and we are now offering this for consultants within our partners' organizations to optimize their skills so they can be successful.

When your consultant(s) start this program, they will be put through all the required training and then paired up with the Sage Professional Services Group (PSG) to get hands-on experience implementing Sage ERP X3. During this time with our PSG group, they will not only gain the experience that is needed, but your organization will also benefit in a revenue-share model—Sage will give the participating partner a portion of the revenue earned from the consultants' services that are received from end-user implementation projects.

This is the first time that Sage has offered a program at this level, so we will be limiting the numbers of partners that we accept into this program, based on resource availability. Sage is not charging a program fee for this program, but there are training and certification costs.

The image below provides a high-level overview of the program steps:



## Program benefits

Participants in this program receive the following benefits during the duration of this program:

- Access to Sage PSG for on-the-job shadowing for approximately 30-60 days
- Revenue-share model with the on-the-job shadowing portion of this program
- Access to Sage University for training

- CPE credits for approved courses and conference workshops

\*Note: Travel and expenses by consultants are not included in this program.

### Program requirements

- Participant must be an employee of a current Sage ERP X3 partner.
- Participants must abide by program terms and conditions as outlined in the Sage ERP X3 Implementation Consultant Onboarding Application and Agreement.
- Participant must complete all required training and certifications as outlined in the Required Training section below.

**Note: Total cost of the program is \$3,200 for all the training and required certification.\***

### Required training

All training must be completed in the order set forth below. The on-the-job shadowing portion of this program cannot be started until all other requirements are met.

- Getting started with ERP implementations and consulting online  
2-day class - \$250
- Competency role certification training  
See costs below
- Implementation consultant boot camp  
4.5-day class - \$2,000

### Competency roles

Upon acceptance into the program, participants pay an enrollment fee for each consultant for each selected competency role certification package. These fees provide the consultant with:

- All courses in the competency role, initial assessment, a second assessment retake (if necessary), and five support cases

### Product line competency fees

- |  |                  |
|--|------------------|
| • Initial competency role fee* (including training and assessment) | \$1,000 per role |
| • Second assessment attempt if below 80%                           | n/c              |
| • Third assessment attempt if still below 80%*                     | \$200            |

\*Additional assessment attempts after the second must be approved by Sage.

### Competency annual renewal fees

In order for consultants to maintain their certifications after the first year, they are required to pay an annual competency fee per product line of \$650 and complete any required recertification training. For the complete details on the consultant renewal fees and requirements, view the [Certification and Authorization Overview](#) document on Sage Sell.

## On-the-job shadowing

Once all of the training requirements are completed, the consultant will then be ready to start the on-the-job shadowing portion of the program. During this portion of the program, consultants will work directly with the Sage PSG team with a Sage client to assist in the implementation of their Sage ERP X3 solution.

Before the consultant gets involved in an implementation, the Sage PSG team will work directly with the participant to complete a subcontractor agreement and work order (WO). The WO will detail all the arrangements, including any requirements, timelines, and the revenue-share model. The revenue-share will be based on billable time logged by a program participant assisting in a Sage ERP X3 implementation. The consultant's billable time will be solely determined and assigned by Sage PSG.

## How to get started

- [Fill out the application.](#)
- Once the application is submitted, it will be reviewed and you will be contacted if there are any questions or concerns on your application.
- This program does have limited participation, so not all applications will be accepted.
- No payment is due at the time of submitting the application.
- Training fees are paid when consultants register for the courses and certification packages on Sage University.
- Please allow up to two weeks for processing.

If you have questions regarding the program or your application, please contact: [PSGassistance@sage.com](mailto:PSGassistance@sage.com).