

Emerge Certified Partner Program

Emerge does not seek loose relationships, rather we seek one or two relationships (depending on the span of a partner's capabilities) in a market. This allows us to spend the time needed to understand our Partners' abilities and build a deeper relationship over time. This means:

- ✓ The relationship makes both sides stronger as we each gain geographical reach
- ✓ There is a desire for a co-operative relationship - in general, we do not compete with our Partners
- ✓ Where a customer allows it, multi-country RFPs are done on an equal partner-to-partner basis rather than a sub-contractor basis. From experience, this makes the RFP response stronger

Criteria

The criteria we use when looking at a partner includes:

- Ideally a personal introduction from a trusted source
- Been operating for at least 5 years
- Good social media reputation score with no unjustifiable negative references
- Their CEO/MD or a similar senior member is involved in making the decision to partner with Emerge

Getting Set-up

Sign a mutual NDA then:

- Share a capabilities deck then dig down a bit deeper on a call. This often involves sharing some case studies of the types of projects we each have successfully completed
- Look at the potential Partner's approach to Quality and Governance – Emerge has well developed Governance procedures that allows us to operate in highly regulated industries such as finance, insurance, pharma, high tech...
- Confirmation of adequate insurance, allocate a point of contact on each side and similar admin matters
- Ideally a member of Emerge will travel to meet the Partner face-to-face and see operations first hand
- Show that we have a Certified Partner in your location in the materials we put before clients

Working Together

When either of us find an opportunity for us to work together, we contact the Partner and discuss the what is needed and how to best address it. This could span:

- ✓ Putting together a team to jointly work on a RFP through to
- ✓ Working on a project-by-project basis where we create an MSA and provide a SOW for each project