



# CA Services Partner Program

## Building Partnering into Our DNA

Eugene Banks

FY18



# The simple truth is that long-term, sustainable growth is not possible without our partner business.

An effective partnering model depends on more than just sales execution; it requires a holistic approach to every aspect of our business, from delivering products that meet partner needs, to covering the entire supply chain of marketing, pricing, legal, support, and services.

Adam Elster

# CA Services Consulting Partners (CSCP)

## Scaled for Growth

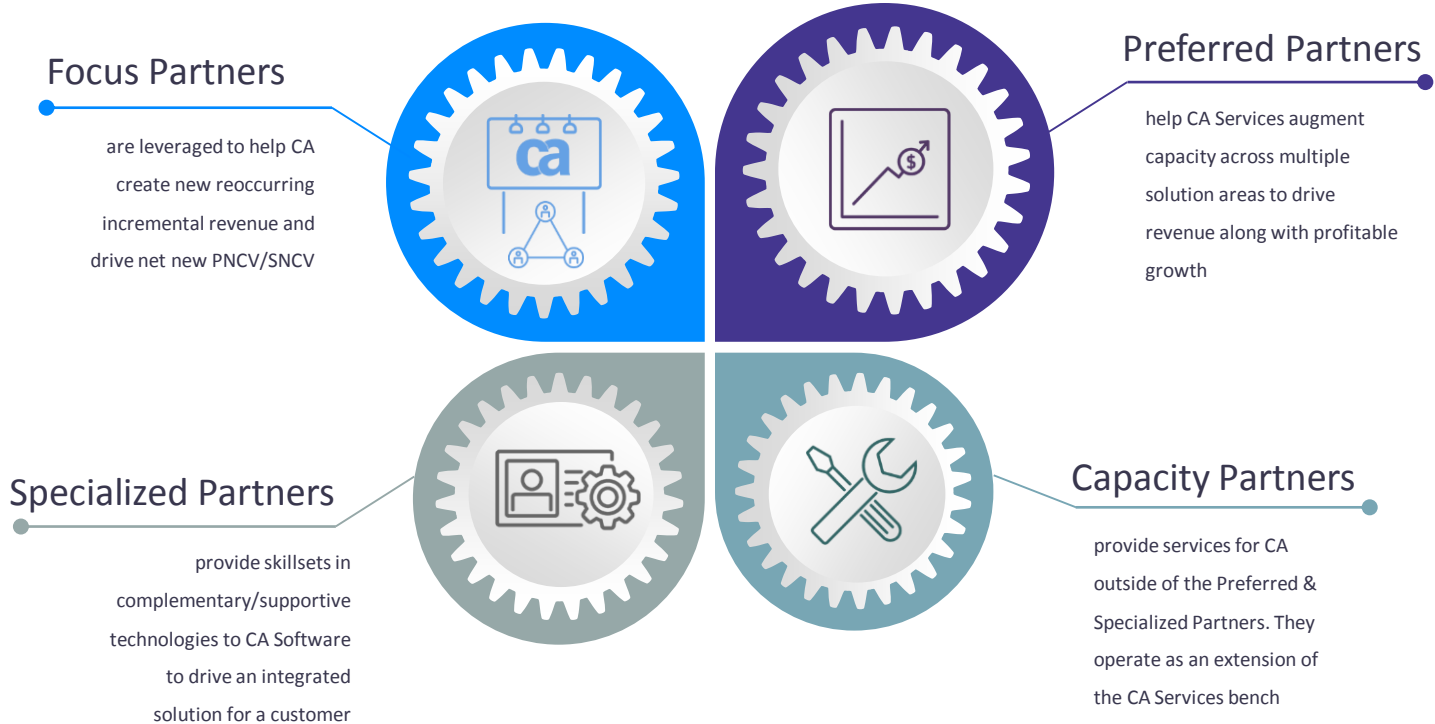
**Mission:** CA Services leverages our Partner Ecosystem across multiple Routes to Market to drive incremental revenue and support customer adoption of CA Solutions in the areas of Adoption, Implementation and Transformation Services.

The CA Services Consulting Partners program is structured to enable, reward and support partners based on their business model and investment in CA Technologies. Partners are expected to make investments in training & certification to enable themselves on CA Solutions to support our services strategy across DevOps, Agile Ops, Agile Management, Security and Mainframe.



# CA Services Consulting Partners (SCP)

## Selection Criteria



# CA Services Consulting Partner Program (SCP)

## Membership Levels

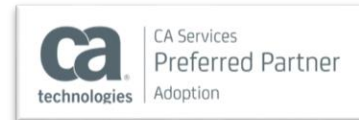
CA Services requires a network of highly skilled vendors that provide Adoption, Implementation, and Transformation Services in support of CA Services delivery requirements. The CA SCP program is structured to enable, reward and support partners based on their business model and investment in CA Technologies.



- Partners which provide services capacity on CA solutions and operate as an extension of the CA Services bench.



- Partners which have skill sets outside of CA's core competencies along with complementary CA domain knowledge.



- Partners which have a CA built practice and solid domain expertise in multiple CA Solutions; that make a significant investment in training, enablement and certification.



- Reseller Partners which have been identified in the Global Partner Program as a select group of highly trained, self-sufficient partners driving CA's net new, indirect growth

# CA Services Consulting Partner Program (SCP)

## Membership Requirements

### Categories

- Annual Partner Spend
- Partnership Years
- Minimum # of Engagements
- Customer Success Rate
- Established CoE
- % of Technical Staff Certified
- Project SLA Positive Feedback



- Varies by Region
- 3 – 5 Years
- 25 Projects
- 98%
- Yes
- 80%
- 95%



- Varies by Region
- n/a
- 5 Projects
- 80%
- No
- 80%
- 95%



- n/a
- n/a
- 5 Projects
- 90%
- No
- 80%
- 95%















- \$25K
- n/a
- 2 Projects
- 80%
- No
- 50%
- 85%

## Sample Badge



# CA Services Consulting Partner Program (SCP)

## Badging

 CA Services Focus Partner Implementation	 CA Services Preferred Partner Implementation	 CA Services Specialized Partner Implementation	 CA Services Capacity Partner Implementation
 CA Services Focus Partner Adoption	 CA Services Preferred Partner Adoption	 CA Services Specialized Partner Adoption	 CA Services Capacity Partner Adoption
 CA Services Focus Partner Transformation	 CA Services Preferred Partner Transformation	 CA Services Specialized Partner Transformation	 CA Services Capacity Partner Transformation

# CA Services Consulting Partner Program

## Communication



- Every quarter the CA Services Partner Program provides updates on topics such as the partner program, new technology releases, CA events, partner spotlights and much more.
- The Services Partner Pules provides our top spend services & education partners globally with information regarding company activity which is delivered the first full week of each month.
- The Partner Experience Platform (PEP) makes it easier for partners to find exactly what they need for implementation enablement, support, marketing, sales campaigns, and much more!



# Building Partner Into Our DNA

## **No one knows CA Technologies like CA Services & CA Services Consulting Partners**

For the past 10+ years CA Services Consulting Partners have consistently provided our customers with a high quality of delivery and satisfaction. They have been able to scale, adapt, and evolve to meet the changing and challenging technology demands of the Application Economy.

Eugene Banks



## **Eugene Banks**

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