

Partner Onboarding Pathway

The SOVA logo is located in the top right corner. It consists of the word "SOVA" in a bold, dark blue, sans-serif font. To the left of the text is a stylized arrow pointing downwards, with a gradient from purple to blue.

Our onboarding pathway has been designed to support you on your journey with Sova; equipping you with the basics, such as getting you set up, support navigating our platform, and familiarising you with Sova's wider offering. It is also designed to support you embed Sova's solutions in your business and your client project solutions.

Areas of focus include:

- ✓ Providing you with a branded demo, so your teams can demonstrate the platform and technology to internal teams and potential clients
- ✓ Presenting the full suite of Sova's offering from platform through to project implementation, including report configuration capabilities
- ✓ Communicating Sova's pricing model to help us align for client projects

Our Partnership team is on hand to support you every step of the way, however, the modules in this onboarding pathway are designed so you can self-learn as well as scale learning throughout your organisation and to your clients.

In addition to the onboarding pathway, you will also receive access to our learning pathway, which will help you further develop your understanding of assessments and the broader issues to consider when applying them, alongside ongoing product training as new functionality is released.

Alongside these pathways, we've created a secure online portal for our partner network called our **Partner Enablement Hub**, providing access to the latest sales, marketing, and technical documentation. **Please watch this short video tour to find out more.**



Platform training

COMPLETION TIME: 30 MINUTES

Once you have received access to our assessment platform, our team will be in contact to organise a training call. This 30-minute session will help you become familiar with how to set up projects, invite candidates and administer assessments effectively. A recording of the session will be available afterwards as an on-demand resource, alongside video tutorials and other documentation that can be found within our Partner Enablement Hub.



Assessment modules

COMPLETION TIME: 1 HOUR PER MODULE

To help develop your understanding of our award-winning assessment content, we have created a series of short modular courses, which you can work through in a way that best suits your needs. Each module includes video tutorials, check lists, recommended further reading and the opportunity to complete the assessment and receive feedback. These can be found within the Partner Enablement Hub.



High-impact demo training

COMPLETION TIME: 1 HOUR

As part of your onboarding, our team will build and provide access to your own fully branded demo within the assessment platform. Once this is ready to start using, we will arrange a training session to walk you through how to provide a demo to your clients. Again, this session will be recorded to create an on-demand resource, and both the Client Success and Partnership teams are available to provide additional help and support when required. There are also a range of assets within the Partner Enablement Hub which can also be utilised.



Report customisation

COMPLETION TIME: 1 HOUR

In addition to our range of off-the-shelf reports for candidates, hiring managers and HR teams, we can work with you to scope and build bespoke modules and reports to help your clients identify the very best talent for their organisation. Alongside a comprehensive Report Brochure, available within the Partner Enablement Hub, you can also schedule time with us to discuss your specific requirements in more detail. As a partner regularly working with your clients to scope requirements, we will help you understand our report modules and customisation possibilities so you can build assessment and report solutions and price for them accordingly.



Partner commercials and contracting

COMPLETION TIME: 1 HOUR

There are many aspects to assessment and development projects and of course, client needs vary. With a key differentiator of Sova's offering being its breadth and customisation capability, helping our partners navigate and scope client projects is an important step. Our Partnership team conducts extensive sessions to run through key aspects of client projects, such as our implementation modules, pricing and our contracting process to help ensure we are aligned.

At Sova, we understand that our partners and partner clients are different and adapt our approach accordingly.



Product updates and training

COMPLETION TIME: 1 HOUR

Once you have received access to our assessment platform, we will be in contact to organise a training call. This 30-minute session will help you become familiar with how to set up projects, invite candidates and administer assessments effectively. A recording of the session will be available afterwards as an on-demand resource, alongside video tutorials and other documentation that can be found within our Partner Enablement Hub.

SOVA