

# Certified Business Partner Program

Join IJI's partner network of certified business partners and become part of our global community.

Develop your business while bringing the benefits of our innovative solutions to software engineering challenges to your customers.

## Who is this program for?

The program is designed for small and medium sized consulting firms with geographical focus in a specific country or region, who want to provide innovative business and IT change management and software process improvement solutions for their customers.

## Program Benefits

- Use of the IJI Partner Logo on marketing materials
- Visits from IJI technical leadership personnel to help develop your business
- Use of IJI intellectual property assets during sales and marketing activities, including white papers and case studies
- Use of IJI intellectual property assets during delivery of customer engagements, including practices, tooling and training materials
- Lead referrals from our global marketing programs
- Opportunity referrals from our global account sales teams
- The ability to provide practitioner certification to your customers staff

## Find out more

To learn more about the benefits of our certified business partner program and how we could help you grow your business, contact us at [www.ivarjacobson.com/about/contact](http://www.ivarjacobson.com/about/contact) or call us on +46 8 515 10 174.



## Individual Certification for your Consultants



IJI only hires the most highly qualified consultants: individuals with extensive experience of agile practices and the ability to transform organizations and enthuse, motivate and enable practitioners. Certification at the Coach level provides quality assurance for your consultants, and ensures that a consistent approach is delivered across projects and programs, customers and continents.

## Certification for your Business



Once your organization has achieved the minimum required number of Certified Coaches, it is able to participate in the program as a fully Certified Business Partner, including joint marketing and business development activities, joint engagement delivery, and use of IJI intellectual property assets.

## Individual Certification for your Customers



As a Certified Business Partner, your Certified Coaches will have the ability to certify your customer's staff at the Practitioner & Master Practitioner level, enabling consistent adoption of new practices, and providing measurable skills improvement and career development for your customer's organization.