

SmartSuite Services Program

Design, implement, and optimize SmartSuite solutions for your clients.

Reseller • Services • Technology • Referral • MSP • Strategy Partners

The SmartSuite Services Program is built for consulting, advisory, and implementation partners who want to lead SmartSuite-based transformations. Services partners help clients standardize workflows across GRC, IT, PMO, and enterprise operations—from initial strategy and design through rollout and continuous improvement.

At a glance

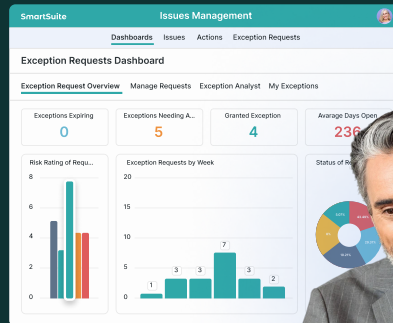
- Lead discovery, solution design, and implementation projects
- Configure and optimize SmartSuite solutions and solution suites
- Integrate SmartSuite with existing tools and data sources
- Build repeatable offerings and accelerators on top of the platform

Why partner through the Services Program?

- Anchor your GRC, IT, and workflow projects on a modern, extensible platform
- Turn SmartSuite into the backbone of your transformation and advisory offerings
- Create ongoing services revenue around optimization and expansion
- Collaborate with SmartSuite sales on opportunities where your expertise is critical

Who this program is for

- Management consulting and advisory firms
- Implementation partners and systems integrators
- Specialist GRC, ITSM, PMO, and operations consultancies
- Firms building repeatable service offerings or solution accelerators



How services partners create value

- **Discover** – Map business needs, risks, and processes across GRC, IT, and operations.
- **Design** – Architect SmartSuite solutions that standardize how teams work.
- **Implement** – Configure, integrate, and roll out solutions across teams and regions.
- **Optimize** – Continually refine, expand, and embed best practices over time.

Where this program shines

- GRC and Resilience solution suites for financial services, healthcare, and other regulated industries
- IT service management transformations and tool consolidation
- PMO standardization and enterprise workflow modernization initiatives

How the Services Program works

Services partners enroll in the SmartSuite Partner Program, build a SmartSuite services practice, and collaborate with our sales and product teams on strategic opportunities. Many Services partners also participate in the Technology, MSP, or Strategy Partner tracks as their offerings mature.

Services partner journey

- 1 Align** – Apply, confirm fit, and define focus areas (GRC, IT, PMO, operations).
- 2 Enable** – Build a SmartSuite-skilled team via Academy training and certifications.
- 3 Deliver** – Lead SmartSuite implementation projects, integrations, and change management.
- 4 Grow** – Develop repeatable offerings, accelerators, and long-term client relationships.

Program benefits	Included for all	Enhanced for advanced services partners
Relationship	Access to partner updates and a primary point of contact.	Dedicated Partner Manager, joint planning, and executive access on key accounts.
Economic	Eligibility for referral incentives on sourced opportunities.	Priority engagement on co-sell opportunities and complex projects.
Technical	SmartSuite Academy access, implementation guides, and solution blueprints.	Early access to selected features and influence on solution patterns.
Enablement	Role-based training paths and core certifications.	Advanced certifications, playbooks, and joint enablement sessions.
Go-to-Market	Listing in the SmartSuite partner directory with your service areas.	Featured case studies, joint webinars, and campaign support.

Specific engagement models and any incentive structures are defined in the Services Program handbook and partner agreement.

What we look for in Services partners

- Proven track record delivering complex GRC, IT, PMO, or workflow projects
- Desire to make SmartSuite a core part of your services portfolio
- Capacity to build and maintain a SmartSuite-skilled delivery team
- Strong customer references and a consultative, outcome-focused approach

Ready to get started?

Select **Services Program** when you apply at smartsuite.com/partners and share your practice areas, industries, and representative projects. Or contact partner@smartsuite.com to discuss how SmartSuite can anchor your services offerings.