

Partnering for a *Comprehensive* Competency Platform

Simple Proposal: You bring the expertise and readily available content. We'll bring CABEM's software platform and latest available technology. Together we offer a comprehensive platform.



"For the 2+ years we've worked with CABEM, they've been extremely reliable—quick to respond, proactive, and service-focused. They have been instrumental in keeping our program running smoothly."



- **Rachel Porcelli**
Senior Manager,
Learning Programs
at SWE

Software as a Service Options

Each customer will be different with various requirements - therefore, we see several options for our functional partnership with the Competency Manager. CABEM supports client implementations that require various industry and government standards including **SOC2, ITAR, NIST800-53** and **ISO27001**.



Implementation Approach

1

Your Unique Instance – CABEM will create an instance with your branding which can be used for internal use and/or demonstration to potential customers. CABEM will then create a unique instance for each individual customer with configurations and permissions appropriate to that customer depending on implementation services. The suggested model is cost/price model.

2

Co-branded Instance for Content - The goal is to have a large portal with your content that customers can access. Because of the organizational structure built into the tool, you will be able to onboard and segment customers who have multiple locations. This option would allow you to house all customers and their unique requirements in one place that your team or CABEM can manage. CABEM supports the customer with software functionality, and you provide content and access. The suggested price model is a shared SaaS revenue model.

3

Custom Adaptations - As part of our partnership, CABEM will offer custom features, capabilities, assessments, integrations, and provide other technical support services necessary to meet unique customer needs. The suggested model is a cost/price model.

4

Custom Development and Support – CABEM serves as an external IT house offering a wide range of capabilities and experience in relevant industries.



Financial Model Definitions

Below are the most common financial options which can be applied in any combination with the SaaS offers listed above. We'll work with you to determine the most mutually beneficial way to partner.

- **Cost Model** – CABEM provides a cost for the Competency Manager. You price as appropriate to the customer.
- **Shared SaaS Revenue** – You and CABEM identify a mutually beneficial revenue split depending on the customer use case and additional support services provided. Can be used for speculative use cases that are not explicitly established.
- **Referral Partnership** – CABEM's referral compensation structure includes a percentage incentive on the initial contract value for any new business resulting from introductions you make, with an additional percentage on renewals or follow-on business.

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