



# 2024 PARTNER PROGRAM





**Ouss**  
**CEO & Founder, Miki Island**

Welcome to our Miki Island Partner Program, where we embark on a journey of collaboration and mutual success.

**At Miki Island, we understand the power of synergy and importance of fostering win-win relationships.** As we continue to chart new territories and inspire teams, leaders and organizations to unleash their teams' potential and collective intelligence, we recognize the invaluable role our partners play in our growth and success. Just as teamwork is central to the narrative of Miki Island, so too is our commitment to supporting and empowering our partners.

This partner program recognizes distinct categories of partners and outlines benefits and requirements for each partner type: Miki Island Ambassadors, Technology partners, Research partners and Certified partners.

**Together, we'll soar to new heights, leveraging each other's strengths to create unparalleled learning experiences and business opportunities.**

Best Regards,

A handwritten signature in black ink, appearing to read 'Labib Oussama'.

**Labib Oussama**  
**CEO & Founder Miki Island**



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# MIKI ISLAND COMMUNITY



## Our Miki Island Community

We run regular community events to engage, inspire, learn from and with our community members and partners:

<b>Go-to-market &amp; Launch Strategy Workshop</b>	<i>Plan and prepare the launch of Miki Island in a new market</i>	Upon Partner Onboarding
<b>Miki Island Community Circle</b>	<i>Monthly call to connect, share success stories and get inspired!</i>	Monthly
<b>Miki Island Partner Summit</b>	<i>BIG Conference with external speaker and partners rewards.</i>	Bi-yearly (June & December)
<b>Marketing Toolkit Update</b>	<i>Customer success stories, video testimonials, brochures, sales deck...</i>	Monthly & Quarterly

## Marketing Toolkit

We update our Miki Island Marketing Toolkit on a monthly / quarterly basis:

- Social posts texts and visuals
- Miki Island marketing video
- Video testimonials (Partners & Clients)
- Clients' business cases & success stories
- Brochures and sales deck
- Miki Island business cards



**MIKI ISLAND**

**GROWTH LEADERS**



## What is a Miki Island Growth Leader?

The role of a Growth Leader within the Miki Island community is pivotal in fostering expansion, collaboration, and influence. Miki Island Growth Leaders are entrusted with the task of not only identifying potential partners and coaches but also cultivating meaningful relationships that propel the Miki Island ecosystem and community of partners forward. They serve as architects of alliances, forging connections that transcend boundaries and unite like-minded individuals under the banner of agile and high-performing teams.

### Roles & Responsibilities!



- Identify potential partners and coaches to join the Miki Island community and run certification programs.
- Facilitate collaborations and strategic alliances to expand the reach of Miki Island
- Provide support and guidance to new partners and coaches joining the community.
- Actively participate in networking events, conferences, and industry gatherings to promote Miki Island.
- Foster a culture of continuous learning and improvement within the Miki Island community.

### Special Rewards!



- 20% license discount
- Eligible to “Tropical Virtuoso” gold tier partner yearly awards
- Receive Miki Island Growth Leader package (branded goodies, t-shirt and miki island card game)

**MIKI ISLAND**

**AMBASSADORS**



## What is a Miki Island Ambassador?

We recognized that for some partners, the energy and contribution given to grow the Miki Island brand and contribute to our community goes beyond simple revenue and \$\$ generated, and we want to reward them as well.

This is why we created the Miki Island ambassador program. Selected Miki Island ambassadors get to unlock various rewards usually given available to Tropical Virtuoso Partners (Gold Tier).

### Roles & Responsibilities!



- Promote Miki Island for team-building and agile development.
- Provide feedback on product enhancements and client needs.
- Collaborate on marketing strategies and materials.
- Actively contribute to the Miki Island community
- Advocate for Miki Island at industry events.

### Special Rewards!



- Assigned Channel Partner Manager
- 15% license discount
- Eligible to “Tropical Virtuoso” gold tier partner yearly awards
- Receive Miki Island Ambassador package (branded goodies, t-shirt and miki island card game)

RESEARCH

PARTNERS



RESEARCH  
PARTNER



## What is a Research Partner?

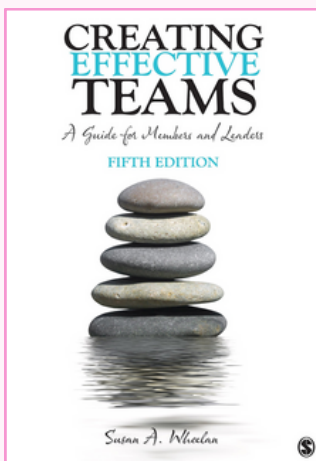
A research partner is an esteemed organization that brings specialized expertise and competency in fields such as organizational effectiveness, high-performing teams, leadership, and related domains. They serve as invaluable allies in our quest to ensure the profound business impact of our Miki Island solution.

Through collaborative efforts, we leverage their research insights to continually enhance and refine our offerings, ensuring they remain at the forefront of cutting-edge knowledge and practice.

Together, we bridge the gap between theory and practice, empowering organizations to achieve optimal team dynamics and sustained excellence.

## Benefits

- Promotion within our network
- Access to real-world application
- Data access and insights (in line with GDPR)
- Increased exposure and access to new markets
- Opportunity for creativity and innovation within area of expertise



## GDQ Associates

Founded by Dr Suzan Wheelan and built on the IMGD Model of High Performing Teams, GDQ Associates provides a variety of simple and effective tools that help groups to develop and become more effective.



RESEARCH  
PARTNER



# TECHNOLOGY PARTNER



## What is a Technology Partner?

Technology partners are instrumental allies in our mission to elevate the Miki Island experience to new heights.

These companies bring innovative solutions, expertise, and capabilities that seamlessly integrate with our platform, enriching the user experience and expanding functionality. Through collaborative efforts, we harness the power of their technologies to unlock new possibilities, whether through immersive simulations, advanced analytics, or seamless user interfaces.

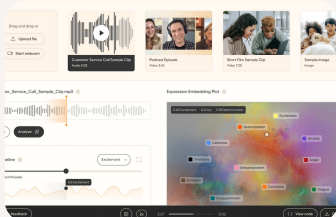
Together, we synergize our strengths to create a dynamic and immersive learning environment that empowers teams to thrive and excel in today's fast-paced world.

## Benefits

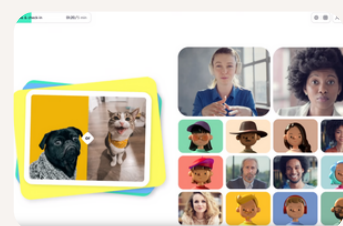
- Promotion within our network
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Adenium is a behavioural AI company. Behavioral data can unlock a wealth of insights for your organization. Adenium makes it easy to measure, assess, and predict behavioral patterns that lead to successful business outcomes.



Butter is a delightful platform that allows you to effortlessly plan, run and recap super-engaging workshops, trainings, and meetings with Butter's built-in agenda planner, integrated collaboration tools and auto-generated recaps—all in one place.





**CERTIFIED**

**PARTNER**



### What is a Certified Partner?

Certified partners are the backbone of our Miki Island ecosystem, entrusted with the vital role of delivering and selling our innovative learning solution.

These dedicated partners embody our vision of fostering agile and high-performing teams, bringing Miki Island to diverse organizations around the globe. With their deep understanding of client needs and industry dynamics, certified partners serve as trusted advisors, tailoring Miki Island to address unique challenges and objectives.

Together, we forge enduring relationships and drive tangible business outcomes, empowering teams to embark on transformative journeys of growth and success.

### Benefits

The Certified Partner Program gives Partners access to benefits, rewards, and resources that help them create new business opportunities and differentiate themselves in their market. For instance:

- Expand market reach
- Enhance current solution portfolio
- Create new revenue streams (longer program for team coaching or new solution)
- Connect and stay inspired with a vibrant Miki Island community

# CERTIFIED

# PARTNER



OASIS  
EXPLORER




LAGOON  
AFICIONADO

TROPICAL  
VIRTUOSO

		OASIS EXPLORER	LAGOON AFICIONADO	TROPICAL VIRTUOSO
ENABLEMENT	Miki Island Partner Portal			
	Certification & Accreditation Program			
	Partner Events			
MARKETING	Badges			
	Program Logo			
	Miki-Island.com partner listing			
	Partner Awards			
	Leads			
	Co-Development funds			
SALES	Product Discount			
	Referrals			
	Product Demo			
SUPPORT	Miki Island Support			
	Partner Manager			

## Program Requirement

Each year, the Miki Island team selects partners based on four criteria. Based on the tier our partner belongs to, various benefits are unlocked.

PROGRAM REQUIREMENT			
	OASIS EXPLORER	LAGOON AFICIONADO	TROPICAL VIRTUOSO
Number of Licenses / Revenue contribution	Less than 30 user licenses or > 2,500\$	30 to 150 user licenses or 2,500\$ to 10,500\$	> 150 user licenses or 10,500\$
Number of referrals	0-1	1-2	> 3
Active contribution in community and brand	Ad Hoc	Active	Highly Active
Client Impact & Success stories from clients	0 - 2 content contributed	2 - 5 content contributed	> 5 content contributed

## New Partners

New Partners enter the program at the Lagoon Aficionado and are given 6 months from their start date to meet the requirements of the Silver level.

## Become a Partner

Start now and take your first step towards partnering with Miki Island in your market at [miki-island.com](https://miki-island.com)