

# Partner Guide

# Become a Partner



This guide provides an overview of our **asset wisdom empowerment** learning service for those considering offering it to their staff or clients under their own brand.

It's for those who recognise that 'the people factor' is essential for realising Asset Management goals.

**awe!**

The awe! education mark promises **asset wisdom empowerment**.

# Preface

In an ever-changing world organisations are now looking for ways to redefine the 'new normal' and deliver their core services, where possible, at a distance. We all need to adapt and work together to make these changes a reality for the benefit of society, organisations and their staff.

**Asset Wisdom** believe online learning can be integral to making the 'new norm' a success, both in the current climate and in the future. By creating a structured approach to learning and embedding as an integrated part of your service delivery offers a real step forward.

We are flexible and collaborative and offer a ready to go solution with clear guidance and support in the field of learning. We are committed to offering our Partners a service they can trust and enable you to navigate your way through today's challenges.



# Foreword



## PARTNER – GUIDES

Asset Wisdom has created a series of guides to help organisations understand what it means and what they get from becoming part of our global network of Partners.

These guides provide you with an insight of our **‘Learning as a Service’** offer which includes our unique suite of **online Asset Management learning and associated services** that we market under the **awe! brand**. We believe this will open up opportunities for you as a Partner to give your business **competitive advantage** and keep you ahead of the pack.

Our Partner offer is positioned as a ‘Learning as a Service’. The service includes all that you need to successfully market and sell our **awe!** learning courses, whether this is to your staff, clients, supply chain partners, individual learners, or any combination of them. You market and sell we take care of the rest.

The following guides provide a description of our ‘Learning as a Service’ and incremental low risk, low cost implementation approach for Partners.

- **Guide 1:** Become a Partner – Right time and place
- **Guide 2:** ‘Learning as a Service’ – Online Courses, Delivery & Support
- **Guide 3:** Making the Business Case - ROI
- **Guide 4:** Commercial Considerations

# First Steps



This guide, 'Become a Partner' may well be the first step of our engagement with you as a potential Partner.

As a source of further information to help you better understand this opportunity Asset Wisdom will be happy to provide you with:

- Access to the Asset Wisdom portal so you can look at the learning modules on the store and see what they cover
- Access to the AM Foundation Award Course for two months. All we need from you is a:
  - **Name**
  - **Email address**
  - **Company name**
  - **Contact number**

We will send you the link and login details for the course. This is your chance to learn some of the concepts, language, and share the course with your colleagues.

We hope this guide is of value and whets your appetite to find out more.

We would be delighted to speak with you to delve a little deeper to see how we can position our offer so that it meets the needs and speaks the language of you and your clients.

We can work together to establish a sound learning proposition for you and get you on the road to becoming an important part of our Partner network.

**Let's talk...**



# Become a Partner

The Asset Wisdom **awe!** branded learning opens an exciting range of opportunities, which not only enables you to extend your own learning offer but also to gain competitive advantage and stay ahead of the pack.

## Ideal for those organisations who:

- Recognise that the people factor is essential for realising the benefits of asset management
- Are professional bodies and see the value in developing the capacity of the asset management profession globally
- Are learning providers and wish to broaden their learning portfolio
- Are asset management experts and see the integration of online courses as a real added value to the services they offer
- Are corporates who see the need to develop asset management competency across their organisation and to their key clients and supply chain partners





# The time is right

## GLOBAL DEMAND FOR AM SKILLS & PROFESSIONALS

**Growing global demand** in Asset Management (AM) practice. This has been triggered by the rapid take up of the International Standard for AM ISO55000 and the documented success stories by those organisations that have already adopted it. This in turn is accelerating the demand for AM learning as the subject becomes more recognised across most industry sectors. Partners of Asset Wisdom will be well positioned to take advantage of the rising need for personal and organisational AM learning.

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**Business Resilience and Sustainability:** Organisations are facing new challenges to optimise competing investment decisions whether these are business resilience, meeting sustainability obligations or improving performance. Your ability to offer distance learning as part of an integrated services approach will develop your client's AM skills and in turn improve AM decision making.

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**Organisational maturity:** There is a growing need for organisations to evidence their organisational maturity through building asset management knowledge across engineering and non-engineering staff that will demonstrate their risk mitigation approach to insurers and thereby reduce insurance premiums.

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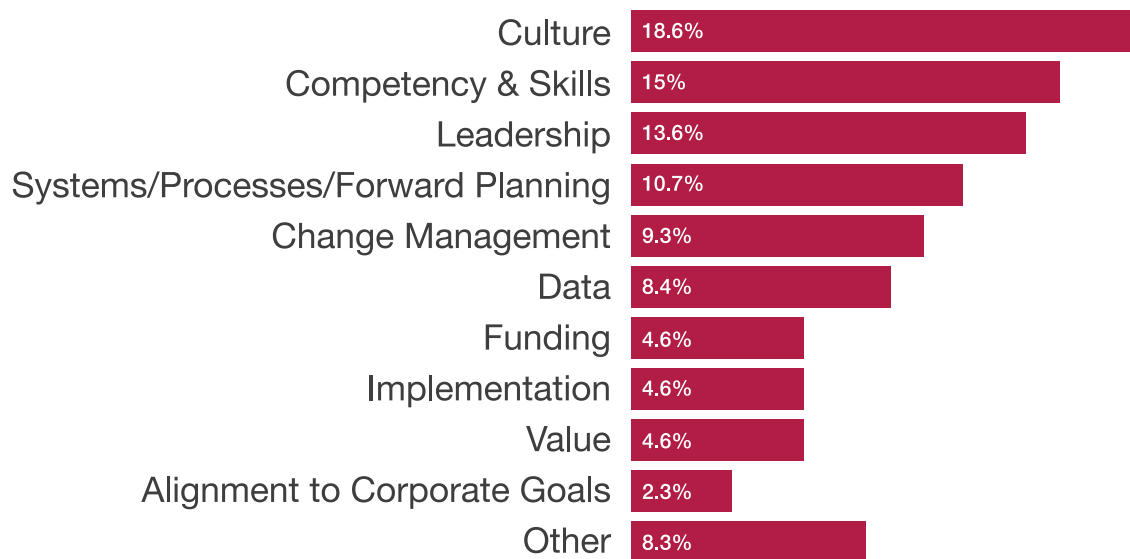
### Top priority:

The following surveys give evidence that the need for AM learning is a key priority.

## An AM strategy is directly linked to the ability to achieve corporate goals.

The AM Council, Australia survey concluded that the top10 priorities in 2019 were as detailed in the table below:

### TOP 10 ASSET MANAGEMENT CHALLENGES IN 2019



The research survey carried out by ReliabilityWeb showed very similar results with 43% stating that AM training is now critical to their ability to deliver short and medium term goals.

# WHAT YOU GET – LEARNING AS A SERVICE

We deliver 'Learning as a Service' to you. This is a 'ready to go' and proven end to end service with fully accredited and endorsed courses, which means that you can focus on marketing and selling the **awe!** online learning courses whilst we take care of the rest.

## OUR LEARNING AS A SERVICES ENCOMPASSES:

Learning solution covering a suite of 14 online learning modules, each with 40-60 minutes learning time. These are bundled into three courses:

- **awe!** AM Foundation Award Course
- **awe!** AM Certificate Course
- **awe!** Progression to AM Certificate Course
- **awe!** Individual Modules
  - AM impacts all roles across an organisation and our individual modules delivered as stand alone learning can be used to raise awareness of how AM may impact specific roles such as Finance, Supply Chain or HR.



## Educationally sound:



Endorsed by the Institute of Asset Management (IAM), our training courses and modules give you the confidence of industry-approved asset management learning that has been rigorously tested, proven, and shown to be engaging and effective.

All our asset management courses have CPD certification, demonstrating external validation of continued learning with high-value and well-structured course content and allowing learners to earn CPD credits.

## Delivery platform:



Your own branded portal which acts as the shop window through which the courses can be selected, purchased, and completed online. This enables you to offer the online learning to staff and clients as yours.

## Optional value-added learning:



In addition to the online courses we can offer optional complementary webinars and workshops that contextualise the knowledge gained from the online courses and apply it to real world work environments. This blended approach helps individuals and organisations to develop their competencies and confidence in the fast-growing discipline of Asset Management (AM).

## Support:



We provide extensive support including learner administration, progress reports and help desk. Where we provide email information direct to your clients this can be delivered through your own email domain and so protect your brand.

# BENEFITS

Being able to market and sell a new online learning product line and service proposition will deliver many benefits, including

- A new revenue stream through the **awe!** online learning and value-added services
- Expand your educational brand with an online AM offer.
- Capability to build your and your clients' AM competencies
- To manage assets on a whole life whole systems approach
- The opportunity to deliver an integrated learning and services approach to meet the challenges of the 'new norm'
- Consistent and scalable solution to meet your clients' demands
- Give you and your clients a competitive edge
- The most comprehensive suite of endorsed online AM learning in the market
- Securing a sustainable long-term relationship with your clients



Through our collaborative joint working approach, we will work with you as a trusted partner to help deliver your service projects and embed online learning to create a new way of working for your clients.

We hope that you will contact us to find out more or read through the next guides that explain the scope and features of our Learning as a Service offer.

"The future does not belong to the strongest,  
the future belongs to those who can adapt to change"

Darwin



We look forward to working with you for mutual success.



Get in touch...

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