



GrillaTech

# PARTNER ENABLEMENT CASE STUDY

MULTI-CONSULTANT L&D TO ACHIEVE  
PARTNER EPSP STATUS

## COMPANY OVERVIEW

GrillaTech is a leading provider of independent professional, training and support services to the IT Channel with a focus on delivering high-quality solutions to a diverse channel clientele. Our services are beyond ordinary with an emphasis on delivering business outcomes for our partners.

## CHALLENGE

A tier 1 Distributor wanted to obtain and maintain standing with one of their top vendor clients. They needed to build a team that could meet the vendor requirements for certifications, skills, languages and capabilities. The process was involved and time-consuming and needed to take place alongside business-as-usual with management buy-in and coordination.

## SPECIFIC ISSUES

- Multiple product area requirement

The need for skills across an extended product portfolio requiring a range of talented individuals.

- Management of Consulting Team

The process required skilled management coordination to build the right team for success.

- Availability of time

Long learning and development timelines whilst working on ongoing consulting projects

## SOLUTION

### Objective

To provide a strong collaborative team capable of meeting the exacting requirements of the vendor and achieving multiple-discipline certifications and exams.

### Approach

Careful selection of candidates within the current team with multi-skills and a range of language skills to address the initiative requirements:

- Building flexibility in learning
- Availability for development across the team
- Managed and supported by the vendor and partner

### Conclusion

The process and methodology to develop a skilled team of resources that can meet the demands of the vendor and the needs of the partner was achieved over a long period. The outcome has produced an expert team that can be replicated across technologies and partners in the future.

