

# Reseller Journey

The THiNK Reseller Program follows a structured pathway that prepares partners to successfully deliver AI solutions while maintaining consistent technical and quality standards.

The journey consists of the following stages:

## 1. Application

Interested candidates submit an online application detailing their professional background, technical experience, and areas of expertise. Applications are reviewed by the THiNK Partnerships Team to assess eligibility and readiness.

## 2. Onboarding

Successful applicants receive access to the program, orientation materials, and THiNK Academy. During onboarding, partners become familiar with program expectations, communication channels, and available resources.

## 3. Training and Certification

Partners complete the Developer Training Program, which covers AI fundamentals, conversational AI, bot development, AI ethics, deployment, and solution integration. Assessments and practical exercises are used to evaluate readiness before certification.

## 4. Client Project Assignment

Certified partners are matched with suitable client projects based on their technical skills, experience, and availability. Each project begins with a structured kick-off meeting involving the client and the THiNK implementation team.

## 5. Solution Development and Deployment

Partners design, develop, test, and deploy AI solutions using THiNK frameworks and recommended technologies while receiving technical guidance and quality assurance support.

## 6. Project Completion and Growth

Upon successful project delivery, partners receive performance evaluations, incentives where applicable, and opportunities for future projects. Continuous learning and advanced training enable partners to further develop their expertise within the THiNK ecosystem.

This structured journey ensures consistent partner development while maintaining high standards of service delivery and customer satisfaction.

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Revision #1

Created 2026-07-13 11:56:59 UTC by Aisha M. Nur

Updated 2026-07-13 11:57:30 UTC by Aisha M. Nur