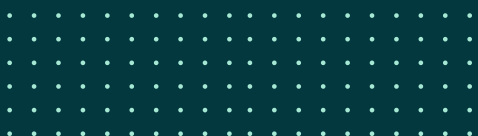


RChilli Partner Enablement Playbook



Overview



RChilli is not just a resume parsing solution. We are a strategic enabler for Oracle HCM and ORC implementations. This playbook is designed to help partners understand our solutions, position them effectively with their clients, and build long-term, value-driven relationships.



Partner Value Proposition

01

Why RChilli

Enhances client satisfaction by solving key pain points in recruiting

02

workflows

Adds billable implementation hours (data mapping, resume hygiene, system extension) - Strengthens consultant credibility through innovation enablement.

03

Client Benefits

- Seamless resume parsing and data enrichment.
- Improved recruiting automation and candidate experience.
- Reduced manual intervention, faster time-to-fill.



RChilli Partner+ Program (NEW!)

We've redesigned our partner program to bring even more value to you and your clients — right from the first engagement.

Tiered Incentive Model

Plan 1

- Client receives 1-year free Browser Extension (bulk parsing)
- Includes support and setup assistance
- Ideal for showing quick ROI and driving product stickiness

Plan 2

- Choose between 20% referral fee



Partner Onboarding Checklist

Kickoff Enablement Session (Live or On-demand)

Access to Partner Starter Kit:

- RChilli Product Overview Deck
- Oracle HCM/ORC Use Cases
- Demo Video or Credentials
- Client Success Stories
- Pre-sales FAQ Sheet

Consultant Access to Dev Environment

Intro to Partner Support Team



Consultant Enablement



Quarterly Briefings: -

- Feature updates
- Use cases
- Implementation best practices

RChilli Champion Badge:-

- Short enablement course
- Recognition for RChilli-fluent consultants



Positioning RChilli During Implementation

- Highlight as a value-add in Oracle HCM or ORC setups
- Introduce during data migration / resume import discussions
- Use as a differentiator in presales and competitive bids

Common Use Cases: - Clients moving from Taleo to ORC - Clients struggling with resume classification or duplicate records - Clients looking for DEI-focused hiring tools (Unbiased Hiring)

Co-Selling & Referrals



How to Refer RChilli: -

- Use partner landing page or shared email template
- Loop us into your client discussions or RFIs
- Let us handle demos and technical deep dives

New Incentive Options: -

- Free 1-year extension for referred clients
- 20% revenue share OR co-branded assets at 3 deals
- Advanced partnership tiers at 5+ deals

Relationship Management

Quarterly Business Reviews:-

Discuss wins, pipeline, support needs

Dedicated Slack/WhatsApp Group:-

Instant answers and community feel

Joint GTM Opportunities:-

Co-hosted webinars

Speaking opportunities

LinkedIn takeovers and thought leadership





Contact Us Anytime

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*We're here to help you shine in every
client conversation.*

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