ALICE Channel Partner Enablement Guide

Presented by Brillient Corporation

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Welcome to the Brillient Channel Partner Program

We're thrilled you're here! This guide is your roadmap to teaming up with Brillient to bring ALICE®—our **A**rtificia**L** **I**ntelligence **C**ognitive **E**cosystem—to clients ready to transform how they manage data, uncover insights, and deliver on mission.

Our Channel Partner Program is designed for collaboration and built to empower. Whether you're planning to resell ALICE or integrate it into your own AI-powered solutions, we're here to make sure you've got the tools, support, and strategy to thrive.

Brillient offers two straightforward partnership tracks—Referral and Resale—both designed to expand ALICE's federal footprint, accelerate innovation, and reward our partners for their contributions.

Let's get started.

Why Partner with Brillient?

Choosing the right partner is half the battle. Fortunately, you've landed on a team that knows the terrain. Brillient has been in the federal space for over two decades, and we've built ALICE not just to keep up with the demands of government transformation—but to lead it.

Here's what sets us apart:

Proven Success

ALICE isn't just a great idea—it's already making a measurable impact. From helping the IRS digitize hundreds of pages to supporting DHS in modernizing immigration workflows, ALICE is hard at work solving big, complex challenges.

Federal Focus

We speak fluent Fed. With 20+ years of experience across civilian and defense agencies, we understand the intricacies of government IT—procurement cycles, compliance requirements, acronyms and all.

Flexible Collaboration Models

No cookie-cutter partnerships here. Whether you want to resell ALICE, bundle it with your own tech, or co-create new solutions, we'll meet you where you are.

Shared Goals, Greater Impact

The Brillient Channel Partner Program is about more than just expanding access to ALICE—it's about building the right partnerships to create lasting impact in the federal space.

Here's what we're working toward—together:

Primary Objectives

- **Broaden ALICE's Federal Footprint**
  Expand the reach and adoption of ALICE across agencies in need of secure, scalable, AI-powered transformation.
- **Promote Seamless Integration**
  Ensure ALICE plugs into partner platforms, services, and government workflows with ease and efficiency.

Program Goals

- **Accelerate Adoption Through Collaboration**
  Leverage trusted relationships and expert partners to bring ALICE to more agencies, faster.
- **Foster Co-Development & Innovation**
  Inspire smart, scalable integrations with partner technologies that enhance ALICE's capabilities.
- **Celebrate and Reward Success**
  Recognize the value partners bring to the table through structured incentives, visibility, and shared wins.

Choose Your Partnership Path

We get it—not all partnerships look the same. That's why we offer two flexible models to fit your business approach:

Referral Path

Perfect for partners with strong customer relationships who want to make strategic introductions and let us take it from there.

- You refer a qualified opportunity.
- Brillient handles sales, demos, and contracting.
- You earn a referral fee as Brillient is paid.

Resale Path

Ideal for partners embedding ALICE into their own solutions or proposals.

- You include ALICE in your solution.
- You own the customer contract and issue a subcontract or PO to Brillient.

You get a discount on ALICE's list price—giving you room to grow your bottom line.

Roles & Responsibilities

Partner Role	Brillient Role
Learn ALICE's capabilities and use cases	Support with demos, technical resources, and POCs
Identify customer challenges	Provide proposals and pricing strategies tailored to the mission
Make introductions and co-market	Deliver implementation and support services
Lead contracts (in resale scenarios)	Retain EULA and IP ownership and ensure ALICE delivery

Partner Benefits & Support

When you join Brillient's Channel Partner Program, you gain more than access to ALICE—you gain a team committed to helping you win.

Partner Benefits

- **Flexible Engagement**
  Choose between Referral and Resale paths based on what works best for your business.
- **Built-in Margin**
  Competitive pricing—including a discount for resale partners—means you have room to grow your bottom line.
- **Sales & Proposal Support**
  Win more work with proposal coaching and strategy insights.
- **Co-Branded Go-to-Market**
  Branded collateral and joint presentations help you show up strong.
- **Early Access**
  Get the inside scoop on roadmap previews and platform updates.
- **Technical Enablement**
  Leverage partner-only APIs, SDKs, sandbox environments, and integration guidance to build faster and smarter.

Partner Support Systems

- **Dedicated Partner Success Manager**
  Your go-to contact to help coordinate deals, resolve questions, and keep momentum going.

- **Onboarding & Enablement**
  Get up to speed fast with guided training and live sessions.

- **Sales Engineering Support**
  Bring the wow-factor to customer conversations with hands-on support for demos, POCs, and technical Q&A.

- **Proposal & Capture Assistance**
  Tap into Brillient's deep federal expertise to strengthen capture strategies and close deals.

- **Always-On Resources**
  Access to technical libraries, use cases, and training materials whenever you need them.

Meet Your New Workflow Wingwoman: ALICE

Say hello to ALICE (ArtificiaL Intelligence Cognitive Ecosystem) — our modular suite of AI accelerators that transforms complex federal workflows like a pro. Whether it's mountains of paperwork, disconnected systems, or slow, manual processes, ALICE is here to make federal transformation faster, smarter, and a lot less painful.

What ALICE Does Best

- **Data Ingestion & Digitization**
  Transform messy forms and unstructured files into clean, usable data.
- **Intelligent Document Processing (IDP)**
  Extract, classify, and sort content using advanced machine-learning capabilities.
- **Smart Search & eDiscovery**
  Find exactly what you need—even across millions of files—in seconds.
- **Electronic Records Management (ERM)**
  Manage the full lifecycle of records, from creation through secure disposal.
- **System Interoperability**
  ALICE plays well with others—connecting content and mission systems with ease.
- **Federal Compliance**
  Fully aligned with NARA, FedRAMP, and all your favorite acronyms.
- **Cloud-First, Zero-Trust Security**
  Built from the ground up with cybersecurity in mind.
- **Scalable & Mission-Proven**
  Trusted in high-stakes federal environments for performance you can count on.

Real-World Wins: ALICE in Action

ALICE isn't just built for government transformation—she's already doing it. From tax documents to immigration modernization, ALICE has taken on high-stakes federal challenges and delivered results that speak for themselves.

- **IRS Tax Transformation**
  The IRS had hundreds of pages of tax records piling up, and ALICE jumped in to help. By digitizing, classifying, and extracting data, ALICE boosted access to taxpayer info, improved accuracy, and slashed processing delays. The result? A big win for modernization and a lot less paper to dig through.
  Read the full case study →

- **Immigration Modernization at DHS**
  USCIS needed a smarter way to handle mountains of immigration paperwork, so they called in ALICE. By automating the sorting, reviewing, and routing of millions of documents, ALICE helped speed up processing, reduce manual work, and move things closer to fully digital immigration services. No cape required—just powerful tech making a big impact.
  Read the full case study →

- **USDA Farm Transformation**
  The USDA was drowning in paper records, maps, images, and analog files spread across more than 2,700 field offices—so ALICE swooped in with its cloud-based DRIMS™ system to digitize, classify, catalog, and link data from over a hundred mission applications. Now, farmers, landowners, and USDA staff can quickly search and access unified, NARA-compliant information—no more archive hunts or siloed systems. It's a win for accessibility, efficiency, and smarter data management.
  Read the full case study →

Whether you're trying to automate legacy systems, reduce error-prone manual tasks, or just find a document faster than your coffee gets cold, ALICE is ready.

Here's where ALICE shines brightest:

- **Large-Scale Digitization** – When scanning a few pages just won't cut it.
- **Workflow Automation** – Goodbye, bottlenecks. Hello, efficiency.
- **Smart Search Across Systems** – Instantly locate what matters most, even across fragmented data silos.
- **Digital Records Management** – From creation to compliance, she's got the lifecycle handled.
- **System Interoperability** – Bridges gaps between platforms to keep your tech stack in sync.

Let's Get to Work

Ready to bring ALICE to your customers? Here's how to get started:

1. **Schedule a Demo**. Let us show you the magic behind ALICE with a live walkthrough tailored to your needs.
2. **Access** the **Partner Portal.** Get all the tools, training, and templates you need.**
3. **Get Trained & Certified.** Become an ALICE expert.
4. **Co-Create the Future.** Let's build together—and shape what ALICE becomes next.

Contact Us:

https://brillient.ai/alice/channel-program/

https://brillient.ai/

**Note: Partner portal coming soon! We're building it with care, caffeine, and a shared sense of purpose.

Let's make magic happen.
With Brillient and ALICE on your side, you won't just meet mission goals, you'll exceed them. Let's get started.

Enablement Resources

Because going it alone is so last contract cycle.

Sales & Marketing Toolkit

- Sales Playbook – Tips, talking points, and ways to win.
- Marketing Collateral – One-pagers, brochures, and whitepapers.
- Demo Scripts & Videos – Plug-and-play wow-factor.
- Co-Branding Guidelines – Shine alongside ALICE.

Technical Training & Support

- Training Modules – Learn ALICE inside and out.
- Certification Program – Official proof you're an ALICE pro.
- API Docs & Guides – All the technical intel you'll need.
- Dedicated Support – We've got real humans for your tech questions.

Innovation & Co-Development

- Collaborative Projects – Build with us.
- Sandbox Access – Test and iterate in a safe space.
- Roadmap Feedback – Help shape what comes next.