

# Frequently asked questions for consulting organizations

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[AXELOS.com](http://AXELOS.com)

2017

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# 1 Becoming an AXELOS Consulting Partner (ACP)

## 1.1 WHO CAN BECOME AN AXELOS CONSULTING PARTNER (ACP)?

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Organizations that offer consultancy and advisory services in any of the AXELOS Global Best Practice Portfolio products can apply to join the AXELOS Consulting Partner (ACP) Programme.

## 1.2 HOW DO I BECOME AN ACP?

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To become an AXELOS Consulting Partner an organization must complete the AXELOS Consulting Partner application form and submit this to [PartnerAsk@AXELOS.com](mailto:PartnerAsk@AXELOS.com).

The application form requires an organization to:

- Provide their registered company details
- Submit evidence of delivering high quality, high value consultancy and advisory services to external or internal clients (through a valid reference within 24 months of submission)
- Submit evidence of development of employees in core competencies and professional behaviours in relation to AXELOS products
- Sign and adhere to the AXELOS Consulting Partner Agreement.

Each of these requirements entails specific supporting information that is detailed in the application form and programme brochure.

## 1.3 HOW LONG DOES THE APPLICATION PROCESS TAKE?

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Confirmation of receipt of the submitted application form will be made within 48hrs. The Partner Account Manager for AXELOS' Consulting Partners will review the application form and contact the named applicant should further information be required.

Once all the necessary checks have been made, and supporting evidence provided, the application will be approved within 10 working days and the named persons in the application form will be granted access to the Global Partner Portal (GPP) where relevant materials, including product sales and marketing toolkits, are stored.

## 1.4 WHAT CAN AN ACP DO?

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An AXELOS Consulting Partner is permitted to:

- Use agreed logos and statements (subject to AXELOS Intellectual Property Guidelines) to promote themselves as an AXELOS Consulting Partner and include the same material in client deliverables
- Exclusive access to the P3M3® maturity models; this applies to the diagnostic and certified versions of P3M3 assessments (currently only available for ACP licences with P3M3)
- Discounted subscription for the ITIL Maturity Model developed by TSO (discount only valid while licensed under Consulting Partner scheme)
- Discounted AXELOS publications via official publisher TSO (The Stationery Office)
- Discounted online training across AXELOS portfolio via training provider and consulting partner iLearn
- Promote themselves through the partner search functionality and ACP listing on [AXELOS.com](https://www.axelos.com) to generate sales leads
- Promote individually named P3M3 consultants via our listing on the ACP page of our website

- Reproduce text and diagrams in documentation produced directly for the AXELOS Consulting Organization client as set out in the AXELOS Consulting Partner Agreement
- Access exclusive industry benchmark reports based on anonymized and aggregated reporting (information provided by AXELOS Consulting Partners)
- Support the ongoing development of AXELOS products through contribution and provision of Case Studies.

## 1.5 HOW DO I MAINTAIN ACP STATUS?

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Consulting Partner Licences expire March 31 each year. An ACP is required to submit the renewal report prior to their renewed status; this report will be provided closer to the time of renewal. Due to anticipated high volumes, it is advised that an ACP submits their renewal report in February.

If an organization no longer wishes to continue being an ACP it is advised that an ACP notifies AXELOS 30 days prior to the renewal date of their licence.

## 2 Becoming a P3M3® Consulting Partner

### 2.1 HOW CAN MY CONSULTING ORGANIZATION DELIVER FULL P3M3 ASSESSMENTS?

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Consulting Organizations must first become an AXELOS Consulting Partner (ACP) before gaining access to the full P3M3 assessments and complete section 4 of the application form to indicate interest in becoming P3M3 Consultants.

Once the agreement is signed, Consulting Organizations must ensure their registered consultant(s) pass the online test to be licensed to deliver a full P3M3 assessment.

### 2.2 CAN AN ACP ALSO BE A P3M3 CONSULTANT?

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Yes. ACPs are organizations that have partnered with AXELOS to offer consultancy and advisory services in AXELOS product areas. In line with this scheme, P3M3 Consultants are individuals who work with ACPs and are licensed to carry out a P3M3 assessment.

### 2.3 WHAT MATERIAL WILL I GET ACCESS TO?

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The material will include:

- The 'Introduction to P3M3®'
- The 'Self-assessment User Guide'
- The 'Assessor's Guide' to support the full assessment
- A3 Attributes sheets to support the certified assessment at:
  - Project level
  - Programme level
  - Portfolio level.
- A3 Attributes sheets to support the diagnostic assessment at:
  - Project level
  - Programme level
  - Portfolio level.
- Three spreadsheets through which the certified and diagnostic level result can be calculated for:
  - Project level
  - Programme level
  - Portfolio level.
- Evidence-gathering spreadsheets and interview prompts
- Other tools that AXELOS may develop and release to support the use of P3M3
- Training videos, training exercises and knowledge appraisal test
- P3M3 Consulting Partner logos.

### 2.4 WHAT ARE THE BEST PRACTICES OF P3M3 BASED ON?

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P3M3 is based on PRINCE2®, APM and PMBOK approaches. You may already be familiar with previous versions of P3M3, however more information on v3.0 of P3M3 can be found on [AXELOS.com](https://www.axelos.com). There are also Case Study publications on P3M3 available on [AXELOS.com](https://www.axelos.com). P3M3 as an assessment tool is methodologically agnostic in that it may be applied to organizations that do not follow common Best Practice guidance.

## 2.5 HOW DO MY CONSULTANTS BECOME TRAINED IN P3M3?

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The training for consultants in the full P3M3 Maturity Model is available as an online series of training modules. ACPs are also free to run their own in-house training to prepare their registered P3M3 consultants; study materials such as training videos and training exercises are available on the Global Partner Portal (GPP) to support organizations as an alternative to developing their own training packages.

All P3M3 consultants must successfully complete the knowledge appraisal test available via the GPP before practicing P3M3 assessments.

## 2.6 DO P3M3 CONSULTANTS NEED TO TAKE AN EXAM?

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To become a licensed P3M3 Assessor, registered consultants must obtain a minimum mark of 60% in the online knowledge appraisal test.

The test is manually marked by an AXELOS member of staff and consultants are notified by email up to five working days upon submission whether they pass or fail the test. Consultants will not be informed of the score obtained.

Upon passing the online test, the consultant will be individually named as a P3M3 Assessor on the ACP page on [AXELOS.com](https://www.axelos.com) and will receive a P3M3 digital badge as proof of certification. This badge can be attached on email signatures and shared on social media..

We will continue to monitor the performance of the test and adjust the questions and pass mark accordingly.

## 2.7 HOW MANY PEOPLE ARE PERMITTED TO REGISTER FOR P3M3?

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There is no cap on the number of P3M3 consultants an organization can register for P3M3.

## 3 ACP fees

### 3.1 HOW MUCH DOES IT COST TO BECOME AN ACP?

There are two fees associated with becoming an ACP depending on your licence type:

- The ACP Licence fee is £950 per annum (expiring March 31 each year)
- The ACP with P3M3 Licence fee is £950 per annum (expiring March 31) plus £500 per registered P3M3 consultant per annum (expiring March 31).

The term for all licences is 01 April – 31 March. First year fees are pro-rated based on effective licence date.

Joining period	Licence fee	P3M3 Consulting fee
01 April – 30 June	£950.00	£500 per registered consultant
01 July – 30 September	£712.50	£375 per registered consultant
01 October – 31 December	£475.00	£250 per registered consultant
01 January – 31 March	£237.50	£125 per registered consultant

Renewal period	Licence fee	P3M3 Consultant fee
01 April each year	£950.00	£500 per P3M3 consultant

Example:

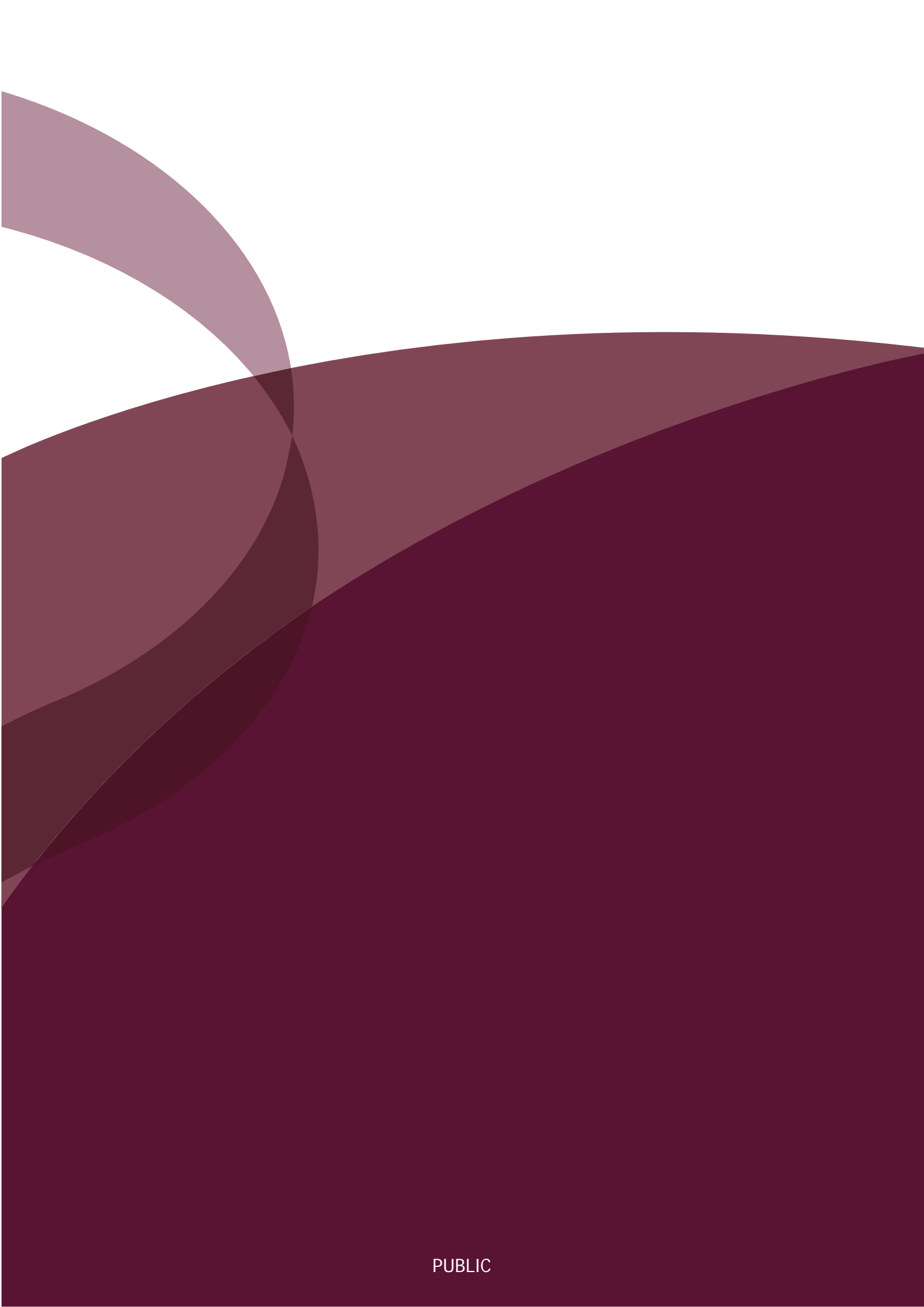
Consulting Partners without P3M3 that join in August will pay only £712.50 for the first term, and £950.00 thereafter.

Consulting Partners with P3M3 that join in August with two registered consultants will pay only £712.50 (ACP licence fee) and £750 in consultant fees (£375 per consultant) for the first term, and £950.00 and £500 per consultant thereafter.

### 3.2 HOW MUCH DOES AXELOS CHARGE PER ENGAGEMENT?

AXELOS does not charge a percentage or any fees per engagement.

The only other cost associated with a P3M3 assessment is a “pay per use” fee for the certified assessment when an additional fee of £1,000 is charged to the ACP to cover the award and access to the P3M3 level logo on behalf of their client.



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