



Partner Journey

Your Roadmap to a Thriving Partnership



3 Steps For Successful Partnership



Onboarding

Guiding through the demo, agreements & opportunity registration. Laying foundation for a seamless partnership, enabling partners to begin their journey with confidence.

1



Enablement

Aligning teams and equipping them with the right tools and knowledge. This stage empowers partners to effectively position and leverage our solutions.

2



Engagement

Fostering a continuous and collaborative relationship. Gain ongoing support & ensures a thriving partnership with shared goals, consistent communication, and measurable outcomes.

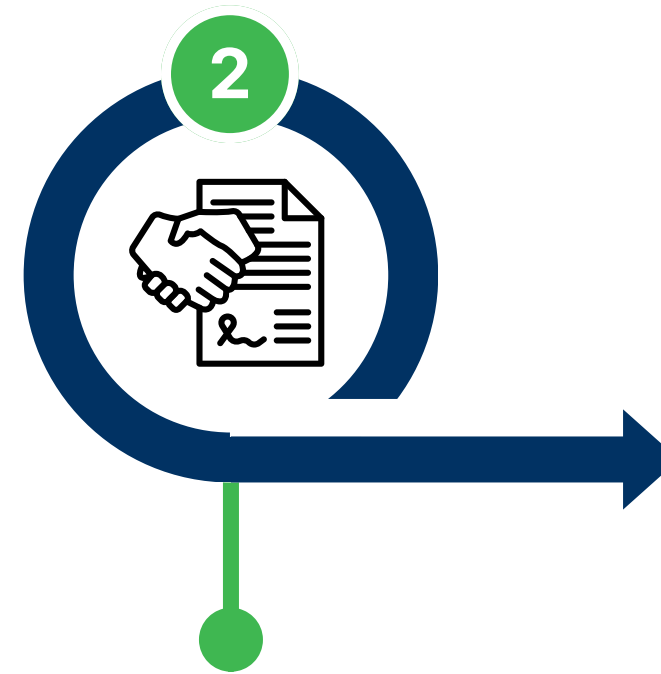
3

Onboarding



Qualification Checklist

Answer a few quick questions to help us understand your potential, target audience, and business focus.



Demo & Agreement

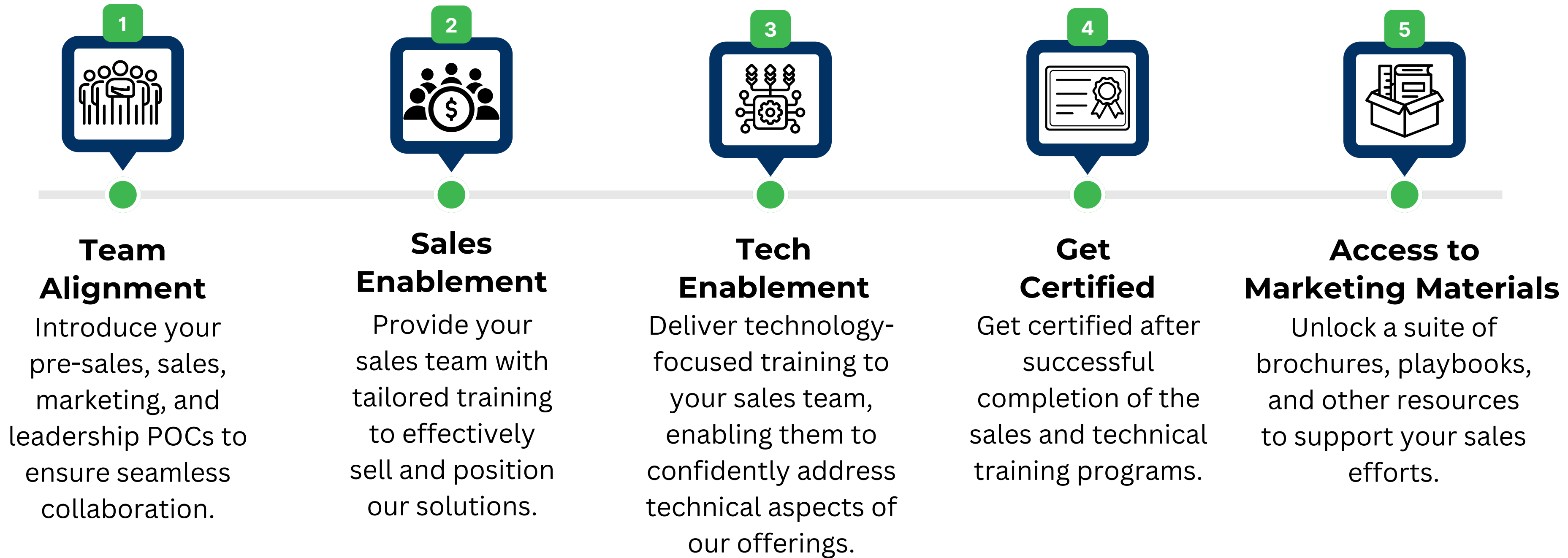
Get a brief product overview and finalize a mutual agreement to kick off our partnership.



First Deal Registration

Register any open opportunities, and let's collaborate to close your first deal together!

Enablement



Engagement

Joint GTM Plan

Collaborate on marketing strategies, including social media announcements, PR releases, and campaign planning.



Joint Webinars

Co-host engaging webinars to showcase expertise and drive joint outreach.



Co-branded EDMs

Leverage co-branded marketing materials to enhance your outreach



Joint Sales Meetings

Work together to craft effective sales strategies and achieve shared business goals.



Incentive Programs

Participate in performance-based incentive programs designed to reward success.

Informational Content

Access valuable resources like how-to guides, industry reports, and objection-handling tools.



Leaderboard

Stay updated with regular leaderboards showcasing partner performance and achievements.



Quarterly Review

Review growth and plan next steps with quarterly business updates



Marketing Materials

Receive competitor battle cards, use cases, and success stories to strengthen your sales narrative.



Feedback Surveys

Provide insights on challenges and gaps through surveys to help us improve your experience..