

XaaS Co-Selling Rules of Engagement

Solution Overview

Driving growth and scale requires clear rules of engagement between IT vendors and partners. nVision can help IT vendors formulate their XaaS co-selling strategies and partner engagement model to ensure roles, responsibilities, and hand-offs are clearly defined.

Duration: One Month

Key analysis areas

- Kickoff workshop to develop partner co-selling business objectives
- Evaluation of IT vendor sales methodology to define best practices and requirements for partners in the sales process
- Collaboration with IT vendor sales leaders to drive awareness and buy-in
- Definition of IT vendor seller and partner seller responsibilities, key deliverables, and gates in each phase of the sales cycle, including renewals
- Finalization of XaaS Co-Selling Rules of Engagement Document

The XaaS Partner Optimization Framework

In a digitized world, business is delivered through innovation that enables business performance and value realization.

From vision to execution, nVision can help you achieve your business objectives, capture key market transitions and develop sustainable strategic and competitive advantages.

