

XaaS Partner Program Financial Modeling Workshop

Solution Overview

nVision Consulting Group is leading the discussion on XaaS partner economics, and has worked with leading IT vendors to formulate their XaaS partner strategies and programs. To be successful, IT vendors must have realistic partner program objectives. The nVision XaaS Partner Program Financial Modeling workshop will help IT vendors to understand what it will take to realize XaaS financial objectives, explore the impact and value of their XaaS partner programs, and formulate a realistic, achievable, and executable XaaS business plan.

Duration: 1-2 days to one month

Key analysis areas

nVision will lead one or more workshops to:

- Define overall XaaS or portfolio and business objectives and required partner program contribution
- Identify key financial drivers, including anticipated XaaS market segments, portfolio and sales constructs, XaaS partner program constructs, and XaaS partner program investments
- Create and evaluate multiple possible scenarios
- Facilitate the alignment for XaaS program investment and commitment for execution
- Finalize and document the high-level partner program business plan.

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.

