

XaaS Partner Program Strategy Development

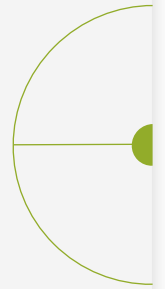
Solution Overview

nVision Consulting Group has developed innovative, industry-recognized XaaS partner programs for leading multinational IT vendors. nVision incorporates its experience on both sides of the partner equation as well as its subject matter expertise of XaaS economics in every engagement. nVision will help you develop impactful XaaS partner programs that drives growth and scale, and optimizes the value of your XaaS partnerships throughout the customer lifecycle.

Duration: 2 business quarters

Key analysis areas

- Kickoff workshop to define XaaS partner program objectives
- Assessment of current XaaS partner program and assets
- Evaluation of current partner performance and XaaS maturity
- Definition of forward-going XaaS partner roles throughout customer lifecycle
- Formulation of XaaS Partner Program Concept
- Finalization of XaaS Partner Program Strategy and Requirements 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.

