

Partner logo

Battlecard

1 2-minute overview

Basic overview of the partner and what they do.

2 Opening/discovery questions

How do your sales reps typically start conversations with potential customers?

3 Key information & resources

PRIMARY USE CASES

- Bullet
- Bullet
- Bullet

DEPLOYMENT OPTIONS

- ☐ BYOL
- ☐ Marketplace
- ☐ SaaS
- ☐ OAM

RELEVANT LINKS

- Partner Discovery Portal, etc.
- Bullet
- Bullet

TARGET MARKETS

Government, Financial Services, Healthcare, Media & Entertainment

Average Partner Opportunity

MMT <300M
MMN 300M-1.5B
ENT 1.5B+

TARGET ROLES & RESPONSIBILITIES

- Bullet
- Bullet
- Bullet

Key features

Primary competitors + differentiators

Case study

Contact:

Partner logo

What the Partner does, 3-6 words

Cloud Adoption Phases

Cloud Assessment
Phase

Proof of Concept
Phase

Data Migration
Phase

Application
Migration Phase

Leverage the Cloud
Phase

Optimization Phase

4 Sales scenarios

Pain point/opportunity	Solution/answer

Contact: