

# RevOps Assessment

Scale one or more business functions to become a sales-first organization starting with a strategic RevOps Assessment.



## Fine-tune to meet your growth goals

Accelerate your revenue growth goals with a RevOps strategy. RevOps aligns the people, processes, and technologies within one or more functions of your business (sales, delivery, portfolio management, GTM, operations, practice leadership, support functions) to help drive a revenue-growth mindset. A RevOps approach empowers organizations to overcome common roadblocks to growth, including silos and departmental fragmentation, change management challenges, disparate technology and data solutions, and inconsistent or unestablished metrics for measuring progress.

Teton Cloud Consulting's RevOps Assessment engagement uses discovery interviews, our proprietary Maturity Scorecard, and deep industry insights to help evaluate your current-state RevOps alignment. Having established a baseline view of your existing environment and practices, we'll work with your teams to develop an end-to-end RevOps roadmap. We'll help you:



**Assess maturity**



**Identify challenges**



**Accelerate transformation**



**Drive revenue growth**

## Purpose and goals

Teton Cloud Consulting offers an in-depth assessment of your chosen business function, conducting interviews to establish a clear view of current-state RevOps maturity and providing a baseline for recommendations.

### Goals include:

- **Evaluating maturity** and defining growth goals
- **Understanding existing processes** and alignment with revenue stages
- **Assessing the various skills** within and across your business functions
- **Evaluating** functional and cross-functional team alignment
- **Outlining next steps** for functional alignment to revenue growth

## Key deliverables

- **Project kickoff** presentation
- **Defined set of functional interviews** based upon scope, typically 10 interviews per function evaluated
- **Real-time** validation/feedback
- **Emerging themes** presentation
- **Final recommendations** presentation
  - Gaps and recommendations
  - RevOps Maturity Scorecard
  - Roadmap presentation
- **Weekly** status reports

## Offering overview

### Timeline:

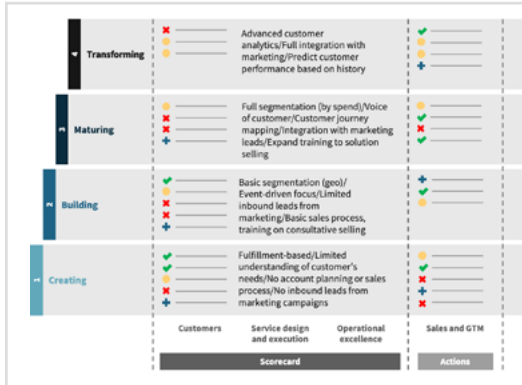
30 days

### Includes:

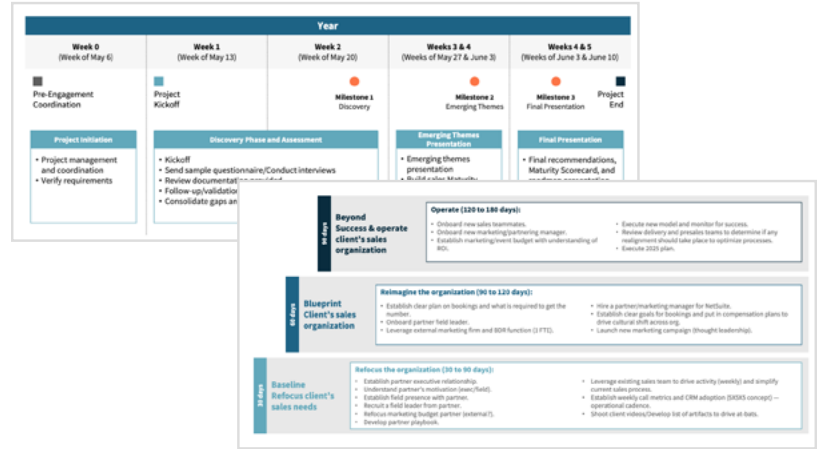
- Kickoff meeting
- Focused interviews
- Project management
- Documentation review
- Recommendations and roadmap
- Final insights and presentation of deliverables

# Sample deliverables

## Maturity Scorecard

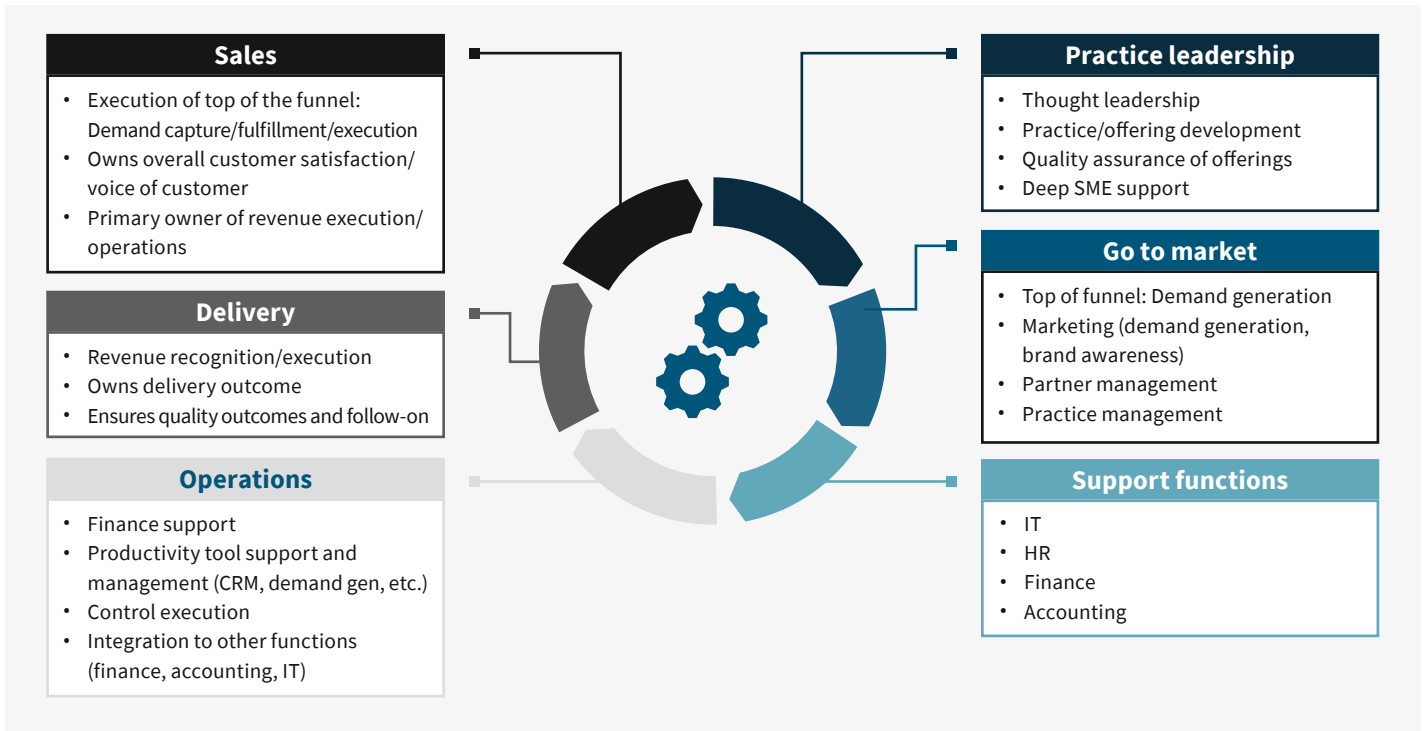


## Timeline and scope



## A modular approach

A successful RevOps strategy ties together key strategic initiatives to drive accelerated growth and improved profitability through operational excellence. This means unifying teams both within and across functions. Teton Cloud Consulting's RevOps Assessment can be leveraged as a modular approach, providing evaluation for one, several, or all of the below functions, depending on your organization's needs and pain points.



Where will your ambition take you? Let's talk.

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