

CHANNELGURU ■■■

HOW WE'VE HELPED BUSINESSES

GO TO MARKET HEALTHCHECK



We've developed a healthcheck that asks questions about your business, your teams, how they work together and some results you are seeing.

We then:

- Compare your responses to an optimal score which gives you an Execution Efficiency score
- We do this at an overall and individual team level
- We give hints and tips for those interventions you can take to get you to 100%
- All this in real-time

PARTNER PROGRAMMES



We've worked with businesses to assess their partner programme against our STAMP model.

STAMP reviews every aspect of your programme end to end.

We've also worked with businesses to launch new partner programmes creating a framework for growth and execution.

WHY EVERY BUSINESS NEEDS A PARTNER STRATEGY

We've taken our keynote presentations on the road to CEOs and MDs of networking groups.

Learn why every business can benefit from partnering.

Selling through partners is number 14 on the reason list....there's 13 other reasons why partnering can benefit businesses of all sizes.





WORKSHOPS

Using rapid prototyping, we've run interactive workshops to brainstorm ideas and turn into actionable plans.

Taking outputs from our STAMP and healthcheck tools, we've created fresh ideas, implemented action plans and delivered step changes in business performance.

Supported with ongoing cadence checks and coaching to deliver an efficient and timely implementation.



*WANT TO IMPROVE YOUR
GO TO MARKET EFFICIENCY?
NEED HELP WITH PARTNERING?
OR JUST WANT TO SEE HOW WELL
YOU EXECUTE?*

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