



The Intelligent Workplace™

4P PARTNER FRAMEWORK™ — SAMPLE DIAGNOSTIC REPORT

Strategic Diagnostic Engine™

This sample report demonstrates the type, depth, and clarity of insights produced by the 4P Partner Assessment. All data shown is fictional and for illustration.

1. EXECUTIVE OVERVIEW

The **4P Partner Framework™** evaluates partner suitability and strategic alignment across four critical dimensions:

1. **Performance** – delivery quality, reliability, customer satisfaction
2. **Portfolio Fit** – alignment of products, solutions, and capabilities to buyer needs
3. **Partnership** – collaboration strength, responsiveness, engagement, values alignment
4. **Potential** – ability to scale, innovate, and support long-term strategy

The assessment uses evidence-based scoring to help organizations select, compare, and prioritize partners confidently and objectively.

Overall Partner Maturity Score: 3.0 / 5.0

Alignment Index: 64 / 100

Benchmark Position: Challenger

Executive Insight

The partner demonstrates strong performance in project delivery and customer engagement, but capability gaps and limited portfolio breadth restrict potential for multi-region or long-term strategic partnership.

Top 3 Opportunities

1. Expand solution portfolio and interoperability
2. Strengthen project governance and lifecycle support
3. Enhance joint innovation and roadmap collaboration

Top 3 Risks

1. Limited geographic or segment coverage
2. Inconsistent service quality across project types
3. Underdeveloped roadmap and future-readiness

2. 4P PARTNER RADAR™ — MATURITY SNAPSHOT

Dimension Scores (Sample):

- **Performance:** 3.5 / 5
- **Portfolio Fit:** 2.7 / 5
- **Partnership:** 3.2 / 5
- **Potential:** 2.6 / 5

Interpretation

- **Performance** is the strongest dimension, with reliable delivery across several recent engagements.
- **Portfolio Fit** is constrained by narrow product breadth and limited integration capability.
- **Partnership** maturity is good but inconsistent outside core accounts.
- **Potential** is hindered by resource constraints, slow roadmap evolution, and insufficient scalability.

Radar Summary Statement:

“The partner is a strong operator today but requires capability expansion and strategic investment to support future growth and long-term Intelligent Workplace alignment.”

3. 4P PARTNER SCORECARD™

Performance – 3.5 / 5

Strengths

- Consistently strong delivery quality
- Structured escalation processes
- Good technical support responsiveness

Gaps

- Variability in performance across complex, multi-site deployments
- Limited post-delivery analytics or reporting

Risks

- Project delays for high-complexity engagements
- Overreliance on a small pool of experts

Portfolio Fit – 2.7 / 5

Strengths

- Strong core product or solution capability
- Good interoperability within specific ecosystems

Gaps

- Narrow solution portfolio limits enterprise-wide fit
- Limited integration options with existing customer stack
- Some technologies nearing end-of-life or lacking modern features

Risks

- Misalignment with long-term enterprise architecture
- Extra integration overhead for buyers

Partnership – 3.2 / 5

Strengths

- Good communication rhythm with key customers
- Collaborative mindset, especially during escalation
- Commitment to joint planning when prompted

Gaps

- Proactivity inconsistent across commercial and technical teams
- Limited co-innovation behavior
- Insufficient transparency into partner roadmap and long-term strategy

Risks

- Difficulty building predictable GTM motions
- Slow response to evolving customer needs

Potential – 2.6 / 5

Strengths

- Leadership intent to grow
- Early investments in capability building

Gaps

- Resource constraints for scaling operations
- Lack of multi-region delivery capability
- Lagging AI adoption and solution innovation

Risks

- Partner may not keep up with Intelligent Workplace evolution
- Limited future-readiness and scalability

4. 4P PARTNER QUADRANT™ — POSITIONING

Quadrant Position: Challenger

Challenger Profile Characteristics:

- Strong tactical performance
- Moderate strategic alignment
- Good near-term value, but limited portfolio fit and future readiness
- Not yet qualified as a top-tier long-term partner

Why not Champion?

- Solution breadth and integration capability lag behind competitors
- Innovation and scalability potential are insufficient for multi-region needs

5. 4P PARTNER ROADMAP™ — PRIORITIZED ACTION PLAN

0–90 Days — Strengthen Foundations

- Improve clarity of partner roadmap and product evolution communication
- Introduce governance reviews after complex project deployments
- Build basic integration playbooks

3–6 Months — Expand Capabilities

- Broaden portfolio or form alliances to fill capability gaps
- Introduce structured co-innovation engagements with clients
- Launch customer success and lifecycle management programs

12–24 Months — Scale & Optimize

- Invest in regional expansion and scalable delivery models
- Modernize solution architecture to support interoperability
- Adopt AI-enabled features to support the Intelligent Workplace
- Strengthen partner operational excellence through continuous improvement

6. GAP ANALYSIS & OPPORTUNITY MATRIX™

Gap Identified	Business Impact	Opportunity	Priority
Limited portfolio breadth	High	Expand offerings or partner with complementary vendors	High
Inconsistent planning cadence	Medium	Establish quarterly joint roadmap planning	Medium
Weak integration capability	High	Build certified integrations with buyer tech stack	High
Low innovation pipeline	Medium	Launch co-innovation initiatives	Medium
Limited scalability	High	Invest in regional resources and delivery capability	High

**7. RISK ASSESSMENT & MITIGATION PLAN™

Risk 1 — Solution Portfolio Misalignment

Mitigation: Conduct portfolio mapping; introduce complementary solutions; reposition offerings.

Risk 2 — Delivery Scalability Limitations

Mitigation: Expand regional resources; enhance playbooks; implement partner certification.

Risk 3 — Roadmap Uncertainty

Mitigation: Increase transparency; define joint success metrics; schedule quarterly roadmap reviews.

Risk 4— Limited Innovation Readiness

Mitigation: Co-invest in emerging AI-enabled solutions; strengthen R&D partnerships.

8. STRATEGIC ALIGNMENT INDEX™

Alignment Score: 64 / 100

Interpretation:

- Good day-to-day performance
- Partial portfolio alignment
- Adequate collaboration mindset
- Weak innovation and future-readiness

The partner shows strong operational alignment but insufficient strategic and technological alignment to be considered a long-term Intelligent Workplace leader.

9. BENCHMARK COMPARISON™ (ENTERPRISE TIER)

Dimension	Your Score	Peer Average	Delta
Performance	3.5	3.3	+0.2
Portfolio Fit	2.7	3.1	-0.4
Partnership	3.2	3.0	+0.2
Potential	2.6	3.0	-0.4

Summary:

The partner outperforms peers in Performance and Partnership but underperforms significantly in Portfolio Fit and Potential. Long-term alignment depends on capability expansion and innovation.

10. STRATEGIC RECOMMENDATIONS FOR 4P

1. Expand Portfolio Breadth and Depth

Strengthen interoperability and solution coverage to improve strategic fit.

2. Strengthen Lifecycle and Customer Success Maturity

Improve post-project documentation, enablement, and long-term support.

3. Improve Roadmap Transparency and Strategic Collaboration

Share long-term planning and strengthen alignment with customer vision.

4. Invest in Innovation and AI Readiness

Introduce modern features, upgrade architectures, and build AI-first solutions.

5. Enhance Scalability Through Resource & Capability Growth

Expand regional coverage, reinforce delivery teams, and standardize processes.

11. SUMMARY OF YOUR 4P POSITION

This sample partner demonstrates:

- Strong operational delivery
- Moderate partnership alignment
- Limited portfolio fit
- Low innovation readiness
- Good potential with targeted investment

The 4P Partner Framework™ provides a structured, unbiased approach to selecting, comparing, and prioritizing technology partners with confidence.

12. NEXT STEPS

Select and prioritize your technology partners with evidence, not assumptions.