

## PARTNER READINESS AND ENABLEMENT

Preparing Your Partners for Ongoing Successes

Investments in support programs ensure your channel community is equipped to go-to-market with your solution offerings. It's essential for partners to fully understand how to position your solutions in the marketplace with prospects and capably address customer objections and competitor claims.



Indirectly provides you with a roadmap to navigate your partners throughout the sales process by leveraging tools and resources to best position your offerings. We highlight key sales tools along with additional marketing resources and enablement programs to accelerate your partners' time to market. The end result is a highly productive and profitable channel community focused on winning deals that feature your technology products and services.

### Our Partner Readiness and Enablement service includes:

- Partner readiness strategy and implementation plan
- Recommendations for partner readiness tools, programs, and resources
- Best practices to remain engaged with your partner community
- Proven enablement programs to generate incremental revenues and achieve profitability goals
- Periodic updates and check-in calls to review progress and address questions

*"Their knowledge of Channels and what makes Partners tick is excellent, plus they have a knack for working smoothly with our team and getting the job done quickly. Yes, I will hire them again!"*

**Contact Indirectly Inc. for pricing and complete details**