

# Joint Solution Co-Innovation Workshop

## Solution Overview

The most defensible partner offers combine vendor technology with partner IP, industry expertise, or delivery models neither party could bring alone. nVision facilitates structured co-innovation workshops that surface these joint solutions — with clear scoping, business case validation, and a go-to-market plan both organizations will actually execute. We work on both sides of the partner equation, so the joint offer holds up for the vendor's go-to-market and the partner's P&L.

Duration: 1–6 months, depending on scope and the number of partners involved

## Key Deliverables

### Discovery & Ideation

- » Pre-workshop discovery with vendor and select partner stakeholders to identify joint opportunity spaces
- » Facilitated multi-day workshop with vendor and partner solution, sales, and product leaders
- » Structured solution ideation, prioritization, and business case modeling

### Joint Offer & Go-to-Market

- » Design of joint offer construct, pricing, delivery model, and value exchange
- » Definition of go-to-market plan — target segments, activation sequencing, and success metrics
- » Finalization of the Joint Solution Co-Innovation blueprint, ready for executive approval

## nVision Joint Solution Co-Innovation Framework



The most defensible partner offers are the ones neither party could build alone.

From discovery to an executive-ready blueprint, nVision helps vendors and partners co-create joint solutions — scoped, priced, and planned for a go-to-market both organizations will actually execute.