

# Partner Financial Modeling Workshop

## Solution Overview

Recurring revenue rewrites your P&L before it rewards it. nVision helps partner executives model the transition — services mix, working capital, delivery costs, valuation drivers — so leadership can make investment decisions with conviction instead of hope. AI-enabled services and new consumption models add new variables to every one of those drivers. Working globally with leading partners and MSPs, we bring the frameworks and facilitation required to align your leadership team on a realistic, achievable, and executable multi-year business plan.

Duration: 1–2 days to one month

## Key Deliverables

### Objectives & Drivers

- » Define the recurring-revenue and managed services business objectives, contribution targets, and executive commitments
- » Identify the financial drivers that matter — target market segments, portfolio and sales constructs, and required investments

### Scenarios & Business Plan

- » Build and stress-test multiple scenarios against business objectives and return on invested capital
- » Facilitate leadership alignment and commitment for business performance and execution
- » Deliver a documented, executive-ready multi-year business plan for the recurring-revenue and managed services portfolio

## nVision Partner Financial Modeling Framework



Recurring revenue rewrites your P&L before it rewards it.

From objectives to an executive-ready plan, nVision helps partner leadership sequence investments so transformation compounds margin and valuation instead of compressing them.