

Partner Transformation Financial Modeling Workshop

Solution Overview

Partner program strategy without financial rigor is a wish list. nVision has advised leading IT vendors on the partner economics behind transformation programs — modeling the investments, incentives, and revenue mechanics required to make ambitious partner objectives real. We help vendor executives pressure-test the assumptions, stress the scenarios, and land on a program business plan that will hold up in board and finance reviews.

Duration: 1–2 days to one month (depending on scope)

Key Deliverables

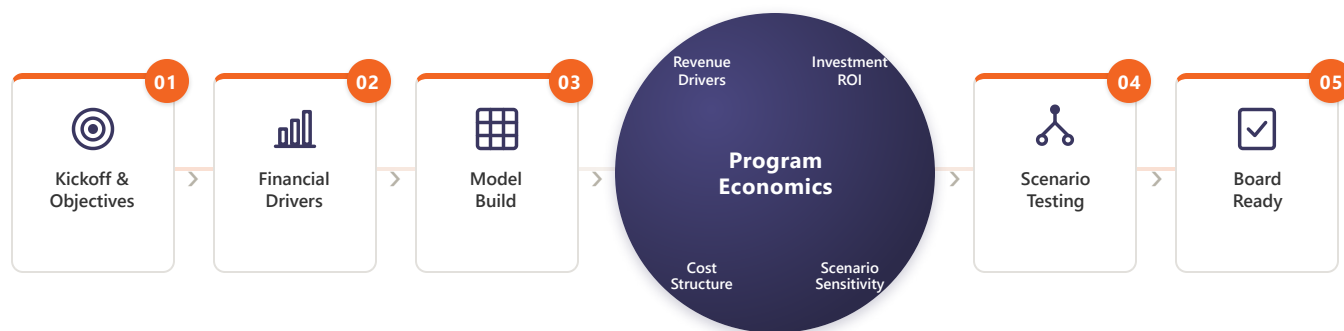
Modeling & Analysis

- » Kickoff workshop to align on portfolio and business objectives, plus required partner program contribution
- » Identification of key financial drivers — market segments, sales constructs, and program mechanics
- » Definition of required investment envelope and allocation
- » Build of the underlying partner program financial model
- » Scenario library — base, upside, downside, and key sensitivities

Pressure-Test & Business Plan

- » Pressure-testing scenarios against market realities and internal capacity
- » Alignment of leadership on program investment level and execution commitments
- » Board- and finance-ready program business plan documentation
- » Executive briefings for finance, sales, and channel leadership
- » Model handoff for ongoing internal planning and forecasting

nVision Partner Program Financial Modeling Framework



Program strategy without financial rigor is a wish list. Rigor is what makes it fundable.

From assumption pressure-testing to board-ready business plan, nVision helps vendor executives build partner program economics that hold up under scrutiny — and get funded.