

Partner Transformation Program Strategy Development

Solution Overview

Consumption economics rewrite every lever of your channel program — partner P&L, seller compensation, engagement rules, and enablement. Legacy programs weren't built for it. nVision has built industry-recognized partner transformation programs for multinational IT vendors — informed by our work on both sides of the partner equation and deep expertise in partner economics. We help channel chiefs and vendor executives quantify objectives for each route-to-market and design programs that accelerate growth, scale, and partnership value across the customer lifecycle.

Duration: 2 Business Quarters

Key Deliverables

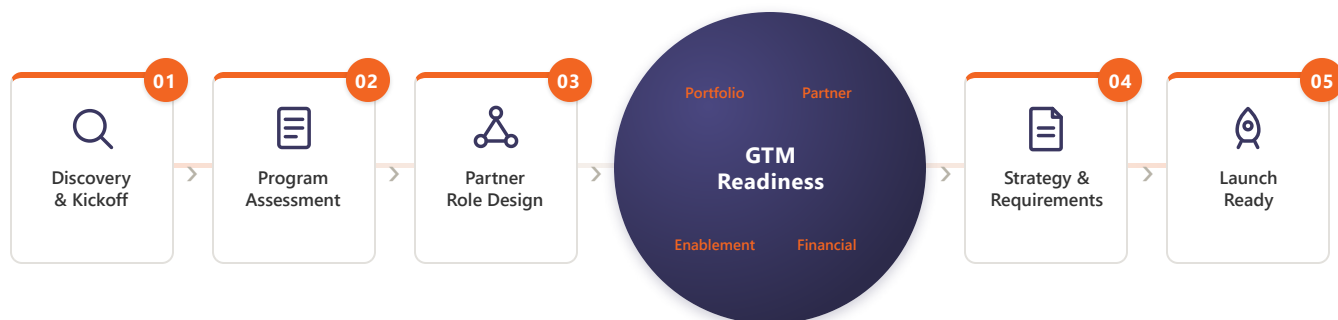
Discovery & Assessment

- » Kickoff workshop to define partner transformation program objectives
- » Assessment of current partner program and supporting assets
- » Evaluation of partner performance and transformation readiness
- » Analysis of the vendor-partner value exchange and current economics
- » Identification of strategic gaps versus AI and consumption-era requirements

Program Design & Formulation

- » Definition of forward-going partner roles across the customer lifecycle
- » Formulation of Partner Transformation Program Concept
- » Program architecture across the five readiness dimensions
- » Executive briefings and stakeholder alignment sessions
- » Finalization of Partner Transformation Program Strategy and Requirements Document

nVision Partner Transformation Program Framework



In an AI-powered market, no amount of optimization rescues a program built for yesterday's rules.

From strategy to activation, nVision helps vendor executives design partner programs that hold up to board scrutiny — and that partners actually want to invest in.