

# Building Strategic Partnerships

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## Design Business Partnership Blueprint

- Offer development plan
- Complete joint organization design (capabilities & skills)
- Map out the joint engagement and delivery model
- Finalize commercial models



## Program Design & Sales Enablement

- Finalize budget/reourcing/ manpower
- Complete sales playbook
- Develop joint field training/ enablement
- Build joint marketing plan
- Conduct operational readiness
- Create roll out plan



## Program Management & Governance

- Establish joint sales management team and support
- Establish governance board and management system
- Build joint pipeline and sales management tracking

# Building A Partnership

**JR Anderson**



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