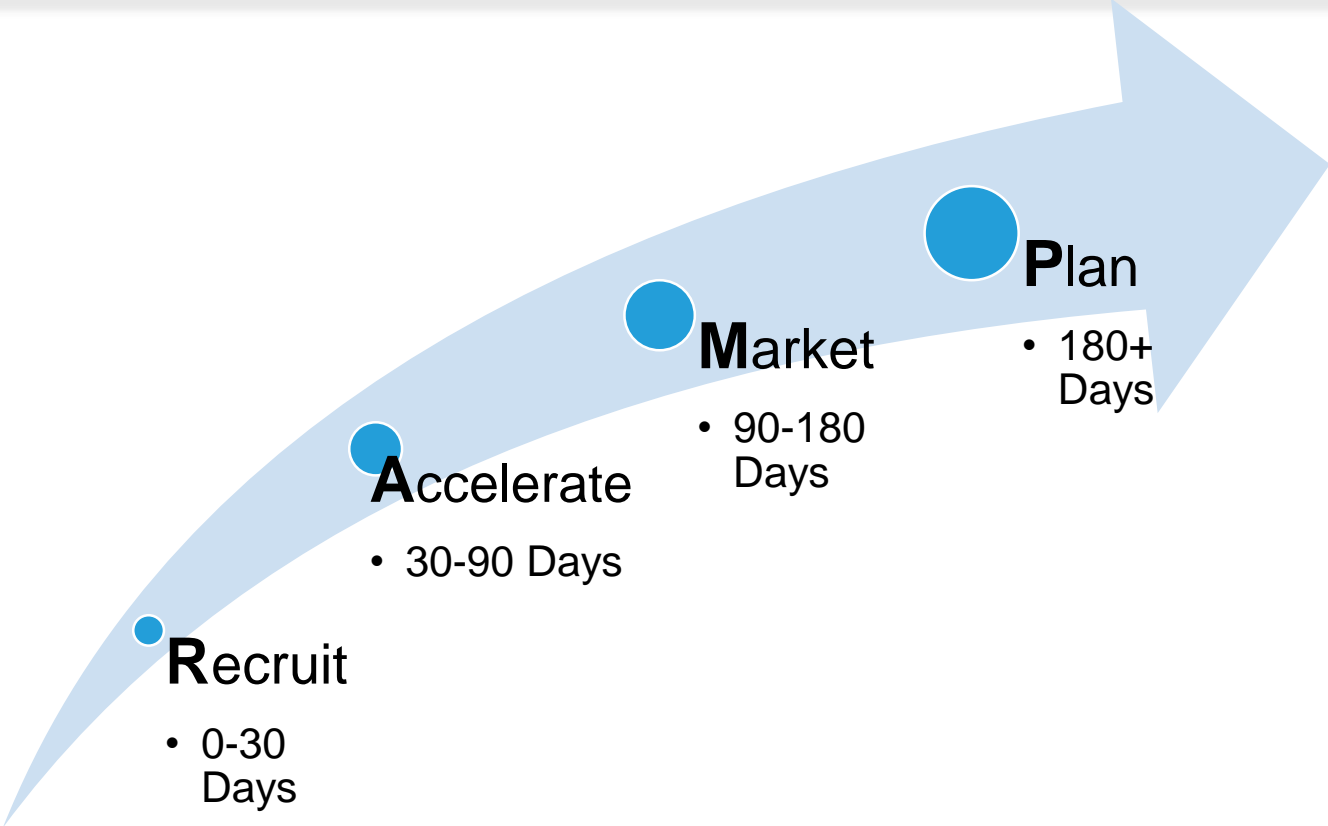


# The R.A.M.P. Enablement Plan

# Today's Meeting Objective

- CloudOne acceleration to \$10M
- Recruitment of Cloud experienced NA Strategic Service Providers
- Obtain sign-off on the R.A.M.P. Enablement Plan

# The R.A.M.P. Enablement Plan



# Recruit & Onboard: 0-30 Days

Goal	Resources	Owner
Signed Agreement	Partner Executive	Partner
Internal Set up	Sales Operations	MS
Credit Checks	Finance	MS
Identify Partner Resources	Partner Executive	Partner
Issue NFR Licenses	CAM/Sales Operations	MS
Portal Login	Sales Operations	MS

# Accelerate: 30-90 Days

Goal	Resources	Owner
Sales Training	CAM/Partner Sales	MS/Partner
Technical Training	Pro Services/Partner Tech	MS/Partner
Go-To-Market Planning	CAM/Partner Sales	MS/Partner
Find a Partner	Sales Operations	MS
Concierge Introduction	Marketing	MS/Partner

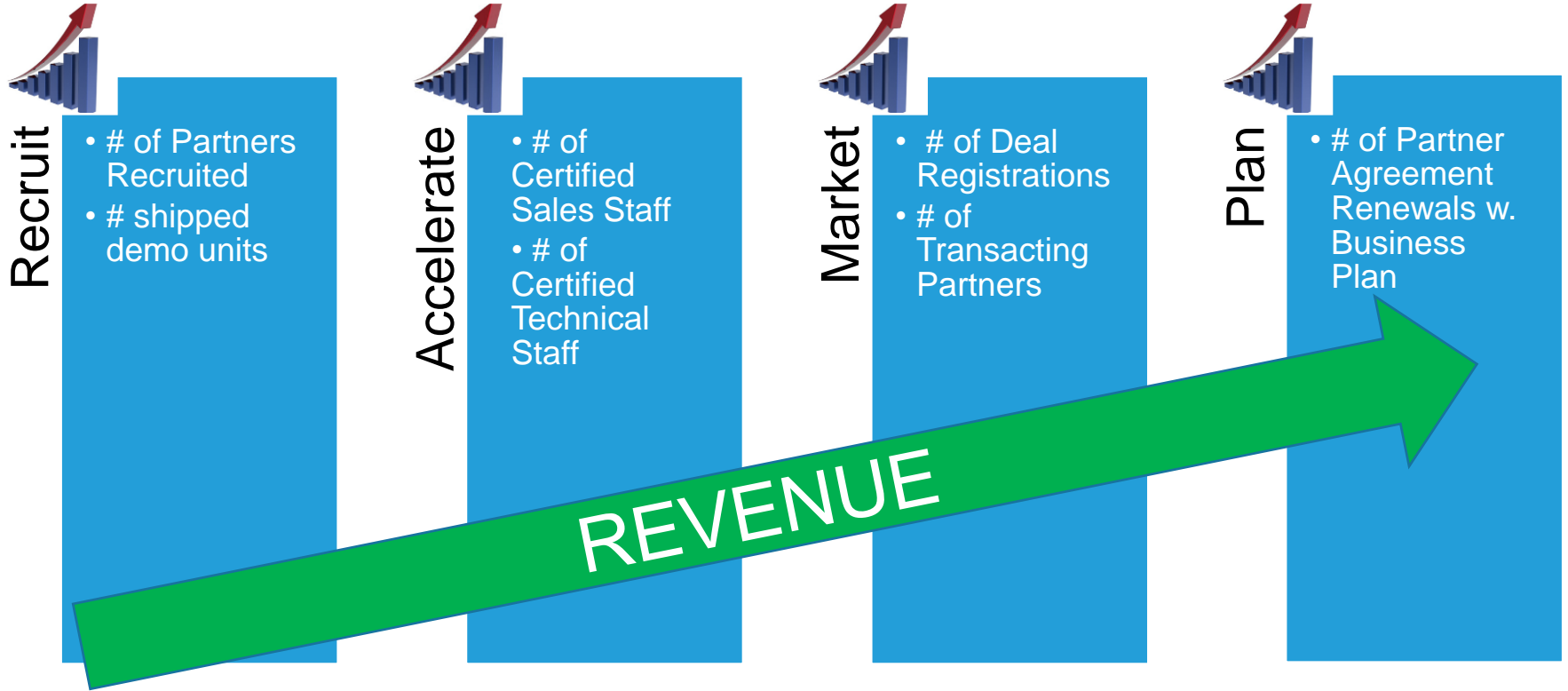
# Market: 90-180 Days

Goal	Resources	Owner
Initial Campaign	Marketing	MS/Partner
Shadow Implementation	Pro Services/Partner Tech	MS/Partner
Joint Sales Calls	CAM/Partner Sales	MS/Partner
Demo Training	Pro Services/Partner Tech	MS/Partner
Solution Development	Marketing	MS/Partner
Sale	Partner Sales	Partner

# Plan: 180+ Days

Goal	Resources	Owner
Quarterly Business Review	CAM/Partner Sales	MS/Partner
Pipeline Reviews	CAM/Partner Sales	MS/Partner
Growth Strategies (dev Managed Services)	CAM/Pro Services/ Marketing	MS/Partner
MDF ROI	CAM/Marketing/Partner Sales	MS/Partner
Executive Sponsorship	MS Executive	MS
Partnership Renewals	CAM/Partner Executive	MS/Partner

# R.A.M.P. KPIs





Thank you