



Fast Lane CloudONE Partner Program Enablement

Today's Meeting Objective

- Review and approve our launch goals for the CloudONE Fast Lane Program
- We have accomplished the following during the 6 months beta and operations build out meetings
 - Trained our CAMs and iCAMs
 - Developed the portal collateral and click-through agreement with legal
 - Recruited 16 partners that were involved with our beta testing
 - Approved finance review of sales approach, margin and deal registration
 - Pre-program launch revenue of \$18,400
 - Formed first Partner Advisory Board with first 5 Fast 50 Partners
 - Developed learning material for in person and web training
- We will formally launch the Fast Lane Program with PR next month with a massive blitz by CRN

Enablement: Fast Lane Program

	Platinum Includes "Fast 50" Partners	Gold 75 Partners	Authorized 75 Partners
Day 30	<ul style="list-style-type: none"> Portal Sign up/Contract acceptance Introductions (RCAM, marketing) Webinar Completion (sales, technical) In-person Technical/Sales Training Face to Face (Co-sell) Install of NFR Marketing Launch 	<ul style="list-style-type: none"> Portal Sign up/Contract acceptance Introduction (iCAM, marketing) Webinar Completion (sales, technical) 	<ul style="list-style-type: none"> Portal Sign up/Contract acceptance Introduction (iCAM)
Day 90	<ul style="list-style-type: none"> Business Plan (Next 6 Months) Solutions Training API Integration (MSP) POS Reporting 	<ul style="list-style-type: none"> In-person Technical/Sales Training Face to Face (Co-sell) Install of NFR Marketing Launch 	<ul style="list-style-type: none"> Webinar Training
6 Month	<ul style="list-style-type: none"> Business Plan (Next 6 Months) Solutions Training API Integration (MSP) POS Reporting 	<ul style="list-style-type: none"> Business Plan (Next 6 Months) Solutions Training API Integration (MSP) POS Reporting 	

How We Get to the Revenue

	Focus	Recruitment Goal	Attained YTD	Ramp Up Time	Expected Revenue	YTD Actuals	Led by
Platinum	VAR-MSP	50	12	2 Months	5,000,000	15,000	CAM
Gold	MSP	75	4	4 Months	3,750,000	3,400	iCAM
Authorized	Others	75	0	5 Months	1,875,000	-	iCAM
Totals		200	16		10,625,000	18,400	

- CAMs Lead 9 to 10 Partners Each – High Touch Motion
- iCAMs Lead 15 Gold and Support 15 Partners Each and CAMs
- Platinum Pricing 5 + 30 for registered deals
- Gold Pricing 5 + 24 for registered deals
- Authorized Pricing 5 + 19 for registered deals

How We Measure Success

	Q0	Q1	Q2	Q3	Q4
Active Partners	16	24	50	90	125
Pipeline	2.100	4.500	8.700	27.000	38.000
Revenue	0.018	0.500	1.500	3.100	5.500

- Validated this with our beta partners
- Attainable ramp up
- Stretch incentive of 3% rebate for over achievement of their business plan sales goals to make a big bet based on partner feedback
- Weekly Tracking with PoS reporting

Summary and/or Next Steps

- We are ready to launch
- The background work is all done
- Each department is bought in
- Partners are already transacting
- Enablement plan will recruit, activate and retain partners

- Let's Launch!