



Complete Channel Strategy: Capacity Planning Worksheet

	ASP (for MRR use TCV)	Typical # Sold /Year	Sub-total (ASP * # sold/yr)
On Premise	\$ /OTC		
Monthly Recurring Revenue (MRR)	\$ /TCV		
Total = Average Partner Productivity / Year Partner Discount % Net Partner Productivity / Year			

My Annual Quota? _____ \$10,000,000_____

Failure Rate = the % of Partners Recruited Historically that didn't make Revenue Expectations:

Number of Partners Required = Quota / Average Partner Productivity / Year (round up)

Number of Partners Likely to Fail = Failure Rate * Number of Partners Required (round up)

Final Number of Partners to Recruit = Number of Partners Required + Number of Partners Likely to Fail (round up)
