

Enterprise-Ready Checklist

STRATEGIC

- SOLUTION OFFERING
- STRATEGIC NARRATIVE
- TRIAL & PILOT OFFERS
- AGREEMENTS

BUSINESS NETWORK

- ADVISOR:
- INFLUENCER:
- COMMUNITY:
- CONNECTOR:

CLOUD PARTNERSHIPS

- VENDOR:
- MARKETPLACE LISTING
- CO-SELL OFFER

GO-TO-MARKET

- PRESENTATION & FLYER
- DEMO VIDEO
- CUSTOMER EVIDENCE
- TECHNICAL REFERENCE DOC

TEAM MEMBERS

- EXECUTIVE:
- TECHNICAL:
- SUCCESS MGR:
- ACCOUNT MGR:

EVENTS PARTICIPATION

- INDUSTRY EVENT
- SHOWCASE ROADSHOW
- THOUGHT LEADERSHIP