



# Checklist of a Partner with a Seat at the Table

What do partners want from a supplier who is sitting at their table?

- I am someone who can make or influence supplier (partner) decisions.
- I am someone who can marshal supplier resources when needed for the good of the partnership.
- I am someone who understands the supplier's products and services, in concert with the business strategy of the partner.
- I am someone who has good business acumen and can bring innovative suggestions to the table.
- I am someone who the executive team will include in critical customer and partner events.
- And above all I am someone who can be trusted beyond any doubt.