

# Partnering Readiness Checklist

Readiness Element	Status 1-5	Gaps	Priority H/M/L
Customer Journey and Ideal Profile			
Mapped Role of Partner in Customer Journey			
Ideal Partner Profile			
Partner Business Proposition			
Partner Program Framework			
Partner Automation/PRM			
Partner Recruitment Plan			
Partner Capacity Model			
Partner On-boarding Plan			
Partner Enablement Offering			
Partner Marketing Offering			
Partner Sales Model and Rules of Engagement			
Partner Program Reporting and Metrics			