

Enabling Your Partners Workshop Phase 3

Today's Meeting Objective

- Goal of today's meeting is to present our **MacroTraxx** enablement plan to management for approval.
- Background... Agreement to create **MacroTraxx** program to support the launch of CloudOne. Customer and Partner Value Prop developed, Partner Selection and Recruitment completed. Goal is to achieve \$10M incremental Revenue within 12 months.

Enablement Program Overview



Partner Enablement Commitment

Free Tutorials



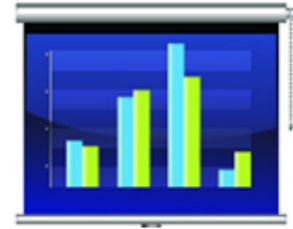
eLearning



Instructor-led Training



Technical Roadshow



- Complete required Sales and Technical Training
- 3 certified Sales / 2 certified technical (1 implement / 1 support)

Enablement Program Milestones

	Q1	Q2	Q3	Q4	Total
Budget	\$600K*	\$500K*	\$450K	\$450K	\$2M
Partners	30	40	40	40	150
Pipeline	\$6M	\$10M	\$14M	\$20M+	\$50M+
\$ Revenue	0	\$2M	\$3M	\$5M	\$10M

* Upfront fixed Infrastructure and Education cost

