## WORKSHEET 1-7

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Channel Masters\*

## Complete the Product Strategy for: MacroSoft CloudOne Appliance



1.	Target Markets:
2.	Average Selling Price On-prem:
3.	Average Selling Price as Monthly Recurring Revenue (MRR):
4.	Describe the Competition:
5.	Describe the Typical Buyer:
6.	For What Use Cases:
7.	What are the Preferred Partner Business Models (Routes to Market)?

Name: \_\_\_\_\_ Company: \_\_\_\_