Partner Onboarding Process

1 TAMCO PARTNER AGREEMENT & TEAM ROSTER

2 LEADERSHIP ALIGNMENT CALL

3 8 PILLAR ASSESSMENT SURVEY

4 STANDARDIZE AN AS-A-SERVICE PROPOSAL & CUSTOMER BROCHURE

5 VERIFY & PROMOTE SALES COMPENSATION

6 MARKETING ALIGNMENT CALL

7 SALES TEAM ORIENTATION W/LEADERSHIP KICKOFF & REVIEW OF COMP PLAN (Part 1)

8 ONE-ON-ONE CALLS **& TAAS QUICK START INITIATIVE (TQSI)**

9 SALES TEAM ORIENTATION (Part 2)

10 AS-A-SERVICE PIVOT: PART 1 (3 Month Review)

11 AS-A-SERVICE PIVOT: PART 2 (9 Month Review)

TAMCO EST 1994