

*‘Partnership success is about trust. It is built aligning both executive and execution expectations.’*

## 4 WEEKS: DISCOVERY TO ACTION

- **WEEK 1 - TAKE STOCK FROM TOP**  
Starting with your executive leaders, Foxlove's reviews your B2B status quo and opportunity across Sales, Marketing, Product and Delivery.
- **WEEK 2 - DIVE IN WITH THE TEAM**  
Foxlove spends time with the execution teams to review B2B workflows, collateral, rhythm of engagement and opportunities on the ground.
- **WEEK 3 - PUTTING IT TOGETHER**  
In conjunction with your designated Partner or Program Manager, we build an actionable plan to reach your B2B objectives.
- **WEEK 4 - SHARE THE VISION**  
Did we say alignment? Yes! To get everyone excited about the roadmap and to show

## BUILDING B2B PARTNERSHIPS THAT WORK FOR YOUR BUSINESS

OKRs, business plans and quarterlies are the frameworks that take us to the achieve our goals and vision. Do you do the same with your B2B Partnerships?

Inertia is one of the biggest blockers to innovative and successful B2B Partnerships. If you feel that your B2B is stuck in the 'we have always done it this way' motion or you are no longer standing out in your ecosystem, it is time to act!

Foxlove is working with your already active partner team or business manager to identify what great would look like. We give an unbiased and holistic action plan that gets the relevant functions excited.

Get in touch to expedite your partner engagement and accelerate your B2B opportunities in 4 weeks with buy in from the whole team.

*Accelerate your sales cycle by up to 40% by engaging with B2B.*