

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

## SERVICES AVAILABLE

- **PARTNER DIAGNOSTIC**  
An objective view: where you are and where you would like to be.
- **PARTNER ADVISORY**  
Getting you on track: identifying where and how to engage.
- **PARTNER TACTIC AND STRATEGY**  
Long - & shortterm: Focus on establishing trust from quick wins to strategic alliance.
- **PARTNER TEAM COACHING**  
Enhancing your team: temporary capability and capacity add.

## BUILDING B2B PARTNERSHIPS THAT WORK FOR YOUR BUSINESS

Working with Technology, trusted B2B relationships are key to growth and scale.

The UK cloud market is projected to grow from \$18.3bn to \$26.9bn by 2026. The majority of this demand will be fulfilled by thousands of IT implementers.

~70% Technology vendors sales come through B2B channels.

The channel accelerates sales cycles working with 40%

Implementers compete for the attention of Technology Vendors due to capacity constraints on vendor side.

Foxlove provides access, operational knowledge and builds relationships for implementers and service providers.

