



Proposal Review Service

Partner Success Framework - Boost Program Services

Objective

The Proposal Review Service is a Pre-sale Service intended to provide guidance to Partners delivering a Project Proposal, to mutual clients or prospective clients, that is in alignment with the goals and capabilities of both Denodo and the Partner.

Denodo provides business and product expertise in reviewing a Partner’s proposal, with the primary goals of ensuring the Proposal is technically sound and is winnable. This involves identifying potential gaps in scope, completeness of estimation factors, and providing recommendations for remediation of any concerns identified.

Benefits

- Get expert eyes on Partner Services Proposals at the right time in the engagement cycle
- Provide recommendations to mitigate or reduce technical risks
- Ensure Partner is positioned to deliver successfully with the appropriate level of Denodo competence on the team
- Opportunity to propose the right level of services to ensure customer success with the Partner

Description

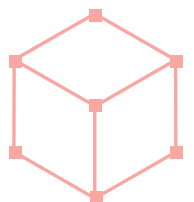
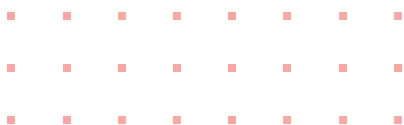
After preparing a Services Proposal for a client, Partner can submit the Proposal, with accompanying assets, to Denodo Partner Success Services for the expert review. This is provided free of charge for strategic partners, once for any specific opportunity. Denodo expert resources will review the Proposal and assets and meet with the Partner to review it together to understand the project context and any specific concerns of the Partner or client. A written report of recommendations will be provided, with the understanding that the Partner will make an effort to incorporate the recommendations into the Proposal, Project Delivery Plan, or other assets, prior to formal submission of their Proposal to the client.

Intended Audience

This service is available to all Denodo Partners for strategic opportunities.

Duration

Timeboxed to one week with intermittent activities based on Partner and Denodo resource availability.



Prerequisites

TWO DAYS BEFORE JOINT REVIEW

Partner to provide the following documents (or equivalents), to Denodo, for review two days prior to the Joint Review.

- ✓ Proposal Document (Required)
- ✓ Architectural diagrams (current state and/or proposed)
- ✓ Integration maps and trackers
- ✓ Delivery plan
- ✓ Timelines, Project Plans, Gantt charts, etc
- ✓ Resource Plans
- ✓ Risk Assessments

Sharing all pertinent documents early allows Denodo to provide the best advice/recommendations based on available and relevant information.

Key Activities

1. Joint Review Session (1 - 2 hours): Requires uninterrupted time from Partner's technical and project management resources to jointly review the Proposal document and supporting materials with Denodo.

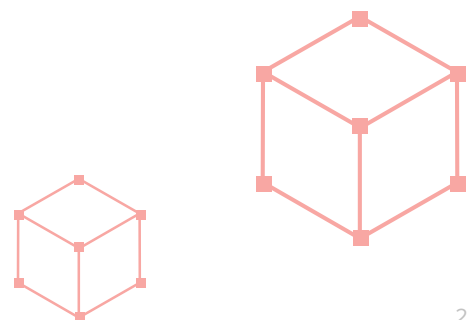
Partner attendees (or equivalents):

- Partner Architect
- Partner Technical Lead
- Partner Client Account Lead (Optional)

Denodo attendees:

- Senior Technical Resource
- Partner Success Manager
- Denodo Customer Success Manager (Optional)
- Product Management or other Denodo SMEs - if necessary (Optional)

2. Denodo will compile and deliver a written report of all recommendations based on the Proposal and Joint Review meeting. Depending on the scope of the proposal, this could take 2-3 days to prepare and deliver.
3. Optionally, if the Partner has any follow up questions or concerns about the recommendations, a second meeting can be held to discuss in agreement from the Denodo Partner Success team.
4. Following completion of this Service, the expectation is that Partner would update the Services Proposal and supporting materials, reflective of feedback provided, and feel confident in submitting the final Proposal to the client.



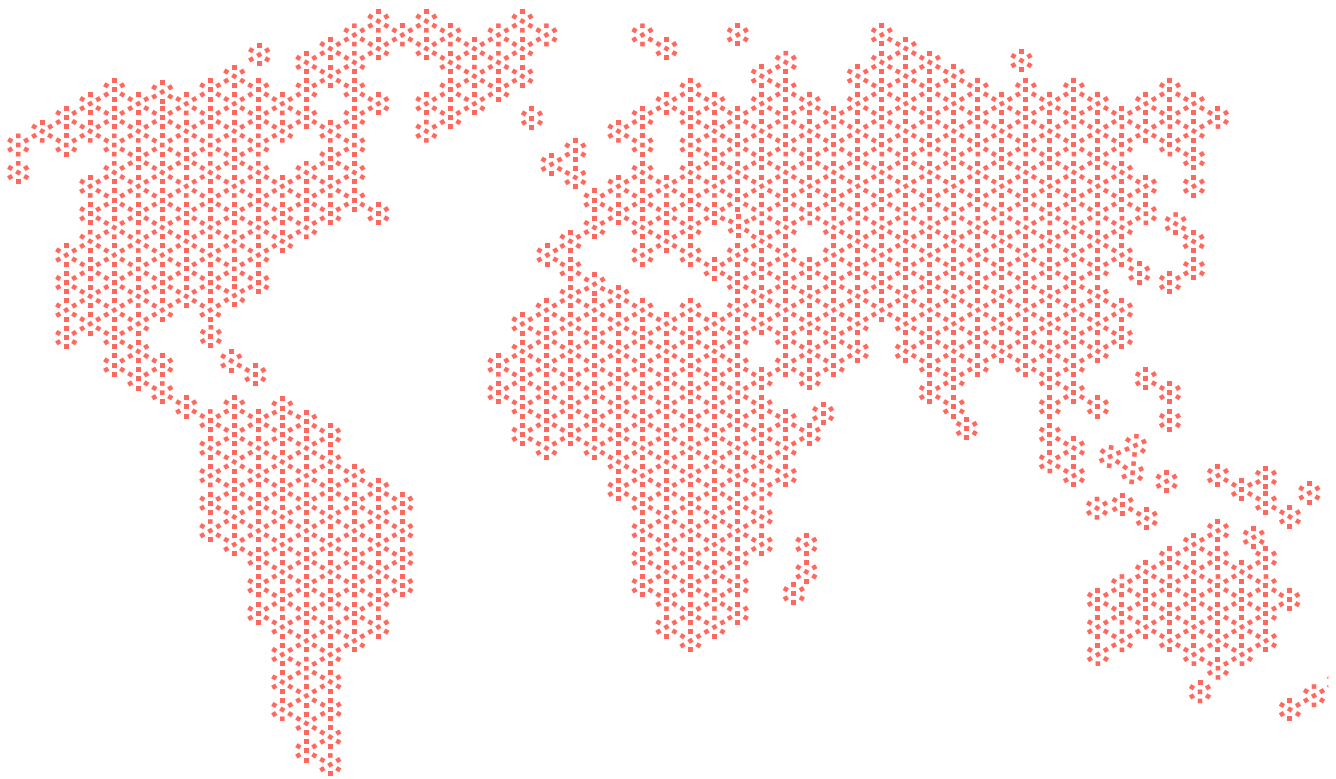
Key Deliverables

- Written report of recommendations will be provided by Denodo. Note: Iterative reviews are not included.

Denodo does not engage directly with the prospect/client regarding the execution of the Proposal Review.

Mode of Delivery

This Service will be delivered remotely. All material exchanges to occur digitally and meetings held online.



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