

# EnVision Blueprint

(Partner Enablement)

Enterprise deals stall when customers lack accurate inventory, pricing, and contract terms - slowing quotes, blurring ROI, and increasing migration risk.

EnVision Blueprint delivers the inventory and contract intelligence customers can't readily provide - so you can quote faster, prove ROI, and plan migrations confidently.

## Partner Outcomes

### Business Outcomes

- **Accelerates revenue:** Removes discovery friction so Partners can quote faster and shorten sales cycles.
- **Improves win rates:** Provides sourceable inventory and contract clarity to prove ROI and reduce deal risk.
- **Increases deal size:** Surfaces expansion and bundling opportunities across locations and services.

### Commercial Model

*EnVision Blueprint @ No Cost.*

You pay only a success-based commission when you win.

## Benefits



### Faster Quoting

Decision-ready inputs for VoIP/UCaaS, SD-WAN, Connectivity, & more.



### Stronger ROI Proof

Before/after comparisons that support approvals.



### Migration Windows

Contract commitments & timing mapped clearly.



### Increase Cross-sell/ Upsell

Identify expansion paths for services & support.



### White Label Option

Deliver behind-the-scenes under your brand.



### Success-Based

Revenue share when you win - alignment of incentives.

## Process

1

### Discover

**Run AI-Driven Discovery**  
Analyze billing, contracts, & service records to create accurate baselines.

2

### Map

**Map Pricing & Commitments**  
Align services to contract terms, constraints, & timing windows.

3

### Enable

**Enable Proposals & Migrations**  
Use deliverables to quote, prove ROI, & plan transitions with less friction.

## Next Step: Bring a target account.

We'll deliver intelligence that accelerates your proposal and increases win probability.