

PARTNER SALES PROCESS



1 Register Lead with OneIT via Website

OneIT will reach out to discuss strategy and determine next steps.

2 Book Assessment Meeting

OneIT facilitates the assessment meeting then prepares a quote. Together, we discuss the design, features, benefits, upsell opportunities, and future plan suggestions.

3 Schedule Proposal Review Meeting

The flow of the meeting is reviewed ahead of time, as this is the first time the prospect sees the quote.

OUR PHILOSOPHY

At OneIT, we enable our partners to present technology solutions to their prospects and clients that other providers cannot mimic. We help our partners win more deals with not only a distinctive service set, but with unparalleled support.

OneIT handles all technical aspects of each sale, including prospect assessment, solution design and presentations. This allows our partners the freedom to focus on strengthening relationships and building momentum throughout the sales process.

We have developed a robust partner excellence program with resources that can be accessed through our online portal by clicking [here](#).

4 Close the Deal

Collaboration helps to ensure the best interactions with the prospect and solidify the compelling path and urgency to move forward. OneIT's product marketing team is available for unique support.

5 Ongoing Client Management

We continue to work together, focusing on relationships, hospitality, and future sales opportunities.