Beyond Now

Partner Orchestration

The next generation of partner management

An innovative AI-powered solution that enables seamless partnership management. Maximize collaboration, automate processes, unlock growth with data.

Why partner management?

Customers are expecting CSPs to provide a complete solution built with multiple partners.
In an era of rapid technological advancement and interconnected business landscapes, organizations are reevaluating their partner ecosystem strategies and seeking ways to expedite collaborations with technology partners and industry specialists. With customers increasingly prioritizing integrated solutions, effective partner collaboration has become essential. Enterprises aiming to develop extensive partner networks and stay ahead of the competition require an efficient and adaptable platform.

Partner Orchestration – A single platform designed to standardize and automate partner onboarding, collaboration and management:

Expand your partner ecosystem **with confidence**

Manage and monitor all your partners **in a single place**

Get to market **faster** with your partners offers

Reduce cost and **increase agility** through **automated** partnering and zero touch partnering processes

Eliminate manual work and manage partners with smaller teams

Power **multi-dimensional** relationships **between partners** (cross sell, co-creation, multiple products from a single partner, etc.)

Exploring the Partner Orchestration Journey!

1

Enrol

Easy application process with an approval flow to properly validate and select partners

- Partner application process - configurable assessment & document upload
- Central partner relations management

2

Onboard

Onboard the partner to the platform via predefined business process

- Automated partner enrolment and user creation with secure and dedicated access

3

Technical Integration

Integration of the partner IT systems via open APIs

- Access to the open APIs for integration
- Access to support content & technical documentation via Beyond Now Hub for our customers
- Partner self-service UI & APIs

4

Launch & Fulfill

Partner product catalog Order & Fulfillment

- Partner product lifecycle management – partner product review, approval, onboarding, publishing on the catalog
- Order & fulfillment orchestration and management

5

Settle

Automated settlement calculation based on partner agreement

- Automated commercial settlement - bill run calculation and financial settlement
- Dispute handling

6

Support

Ticket & incident handling

- Ticket handover to partners
- Task handling
- Central incident management view

7

Manage & Measure

Analyze via Insights KPI Tracking

- Dashboards on Partner account level
- Partner Performance data & insights
- Reporting

Business benefits

Centralized product catalog management

Ensure consistency and accuracy in product information by centralizing catalog management, streamlining operations and enhancing the customer experience.

Insightful growth opportunities

Identify strategic growth opportunities within the partner ecosystem using advanced data analytics and AI-driven insights, enabling informed decisions and sustainable growth.

Adaptability to various commercial models

Adapt to diverse partnership structures and arrangements seamlessly, supporting various commercial models for flexible integration and operation within different business frameworks.

Task automation and delegation

Free up time for strategic initiatives by automating task allocation and empowering partners to handle routine tasks independently, driving innovation and efficiency.

Empowerment of partners

Empowering partners with a user-friendly environment, supported by zero partnering principles, fosters autonomy and productivity. This enables quicker decision-making, improved collaboration, and increased efficiency in delivering solutions to customers.

Want to learn more? Let's talk

info@beyondnow.com | www.beyondnow.com

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