

Sales Process Guide

Deal Registration

Send an email with the required information to **partners@agileblue.com**, or submit a deal registration [HERE](#)

Company Name
Company HQ Location
Contact Name Contact
Email
of End Points (est.)
Scope/Notes (if known)

Partner Teaming Meeting (PTM)

Call between Partner & dedicated AgileBlue AE to discuss the opportunity, the customer, formalize game plan & schedule next steps. (30 min.)

Discovery & Demo

Partner to make customer introduction & schedule with AgileBlue AE. (1 hour)
*This can be split into 2 separate calls based on partner's preference. (30 min / 1 hour)

Quote & Close

AgileBlue AE sends quote to Partner for final review before sending to customer. When quote is approved by customer, AgileBlue AE will send out contracts for signature.

**AgileBlue
Contact**

Channel Contact
Role Title
(111)222-3333
first.last@agileblue.com