

Business Plan for REACH partners

(This has to be filled up by the signed channel)

1. Name of the organisation:

2. Countries / Cities planned for business:

3. Target Products/Services:

Consulting/Compliance	Training	Professional Services	Technical Services
Managed AV	Patch/Configuration	UTM appliance	Sniffer/Infinistream
SSL VPN	IPS	IP VPN	Anti Spam
Identity & Access Mgt	Content Filtering	Messaging Security	Degausser
VA & VM	Firewall	Tokens	Storage Security
End Point Security	SEM/SIM	Email Encryption	LAN Security

4. Revenue Plan by quarter (in INR or USD)

Total Targeted Revenue:

Q1 2008	: _____%	Q3 2008	: _____%
Q2 2008	: _____%	Q4 2008	: _____%

5. Core accounts where you plan to position SS Services (Cover upto 25 accounts including dates for activating and owner)



6. **Who will own SS business internally?** (Cover business manager, technology head and sales person per city)

7. **Marketing/Lead generation programs planned for promoting SS services**
(Cover at least for 2 quarters, mention approx. budgets from channel & SS, Timeframes)

8. **Include a 90 day plan from date of signing with owners, dates and activity.**

9. **What are your expectations from SS? Add any suggestions/comments.**