

QUARTERLY BUSINESS REVIEW

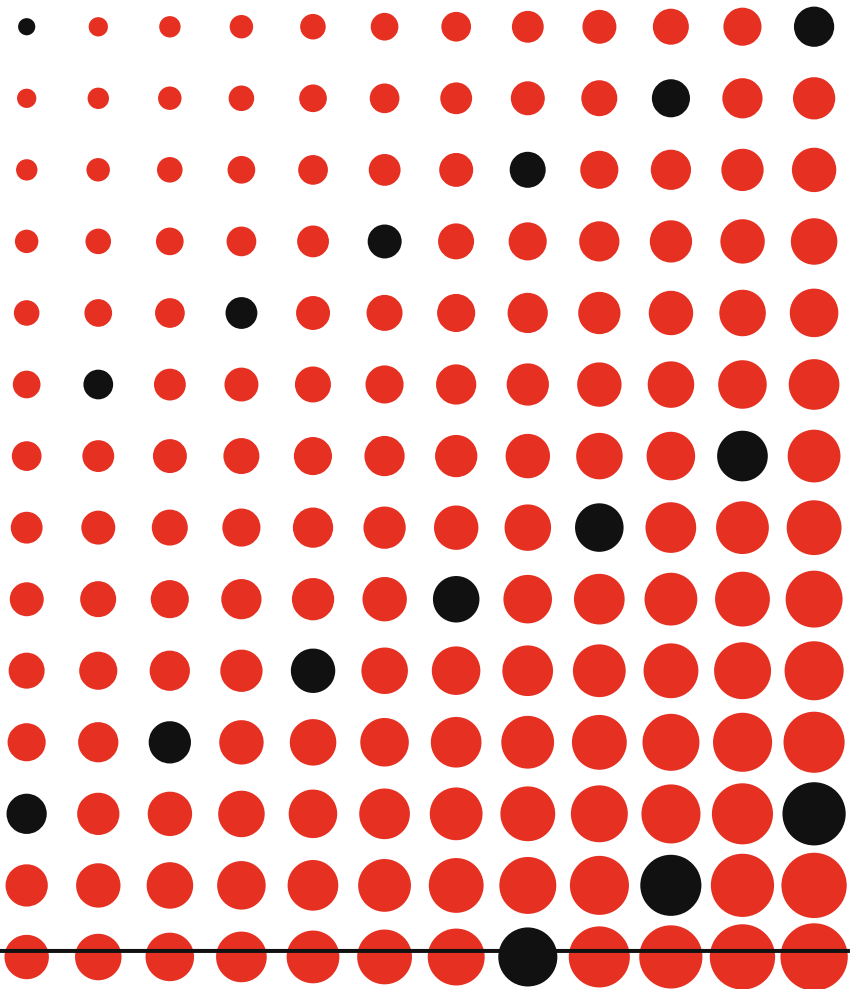
Channel Partner Review

Partner Sales · Q1 2027

TEAM
Partner Sales

QUARTER
Q1 2027

OWNER
Regional Sales Head



Agenda

- 01** Results

- 02** Pipeline

- 03** Wins & lessons

- 04** Next quarter



Quarter at a glance

112%

of revenue target

₹6.4 Cr

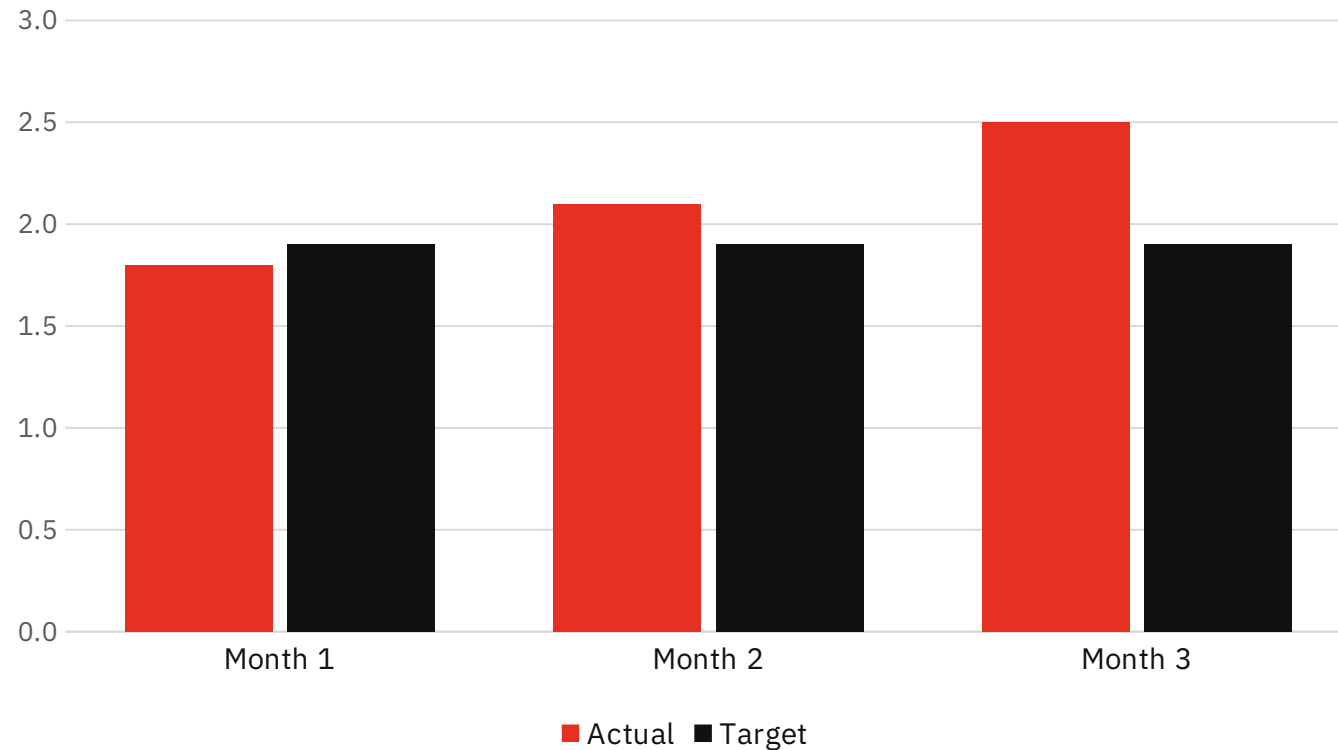
closed revenue

38

new logos

Sample data.

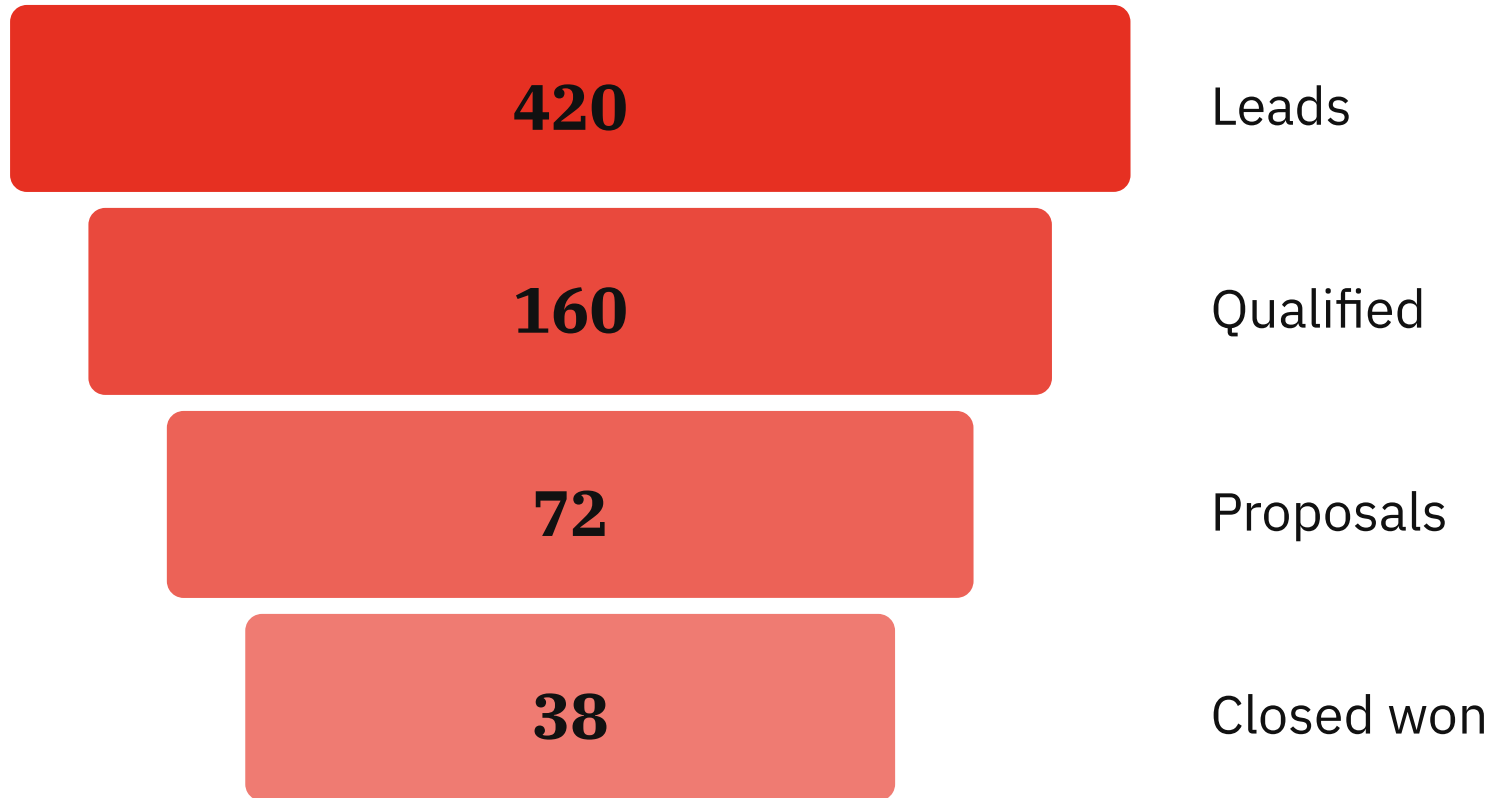
Revenue vs target



Strong finish in month 3 after two large renewals.

Sample data for illustration — replace with your own figures.

Pipeline health

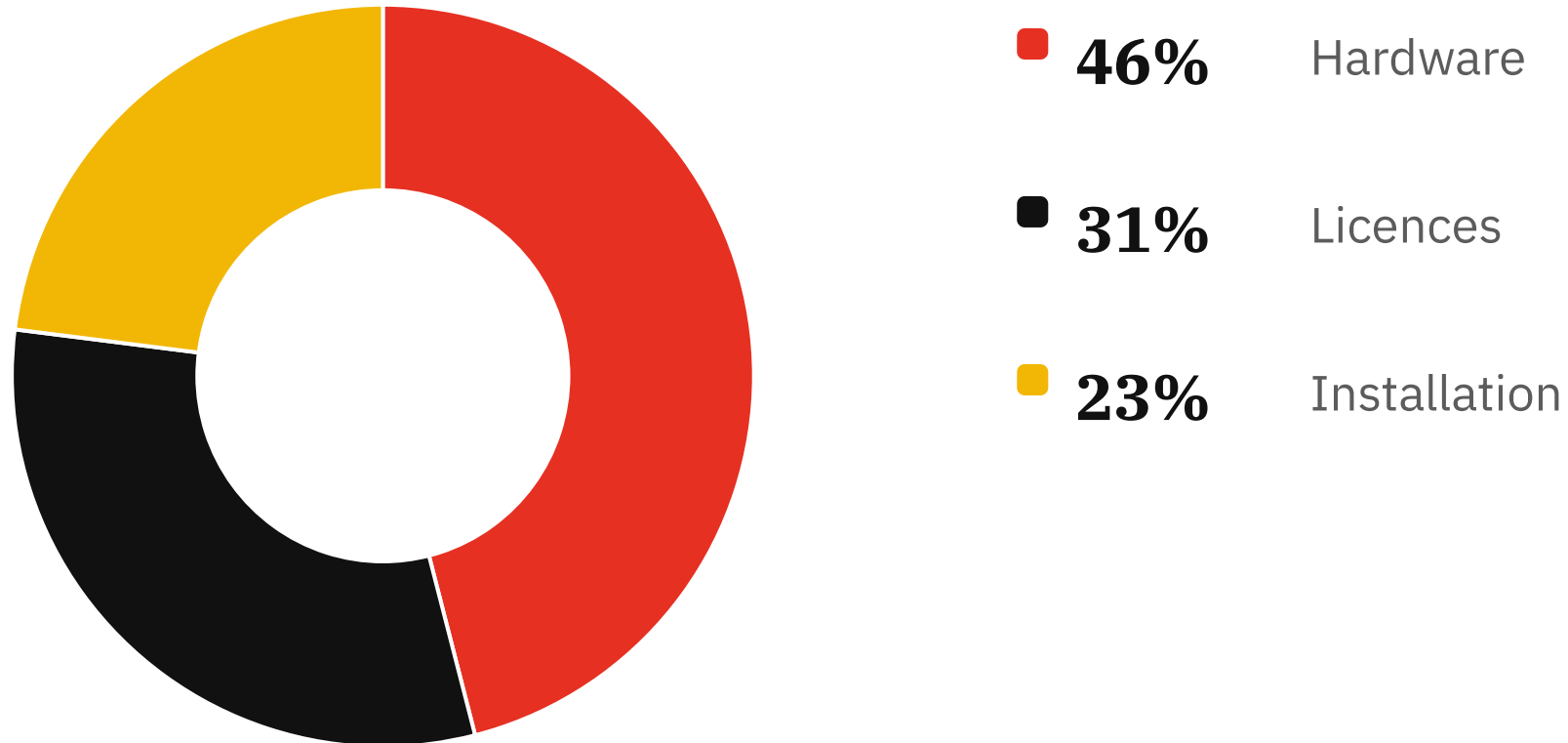


Top opportunities

Account	Stage	Value	Close
Account A	Negotiation	₹42 L	Next month
Account B	Proposal	₹30 L	6 weeks
Account C	Demo	₹18 L	This quarter
Account D	Discovery	₹55 L	Next quarter

Placeholder accounts and sample values.

Revenue by product



Sample data for illustration.

Wins of the quarter

01

Largest deal

Multi-year contract with a regional retailer.

02

Fastest close

From first call to signature in 19 days.

03

Expansion

Three accounts doubled their seats.

What worked, what didn't

Worked

- ✓ Industry-specific demos
- ✓ Faster proposals with templates
- ✓ Joint calls with product team

Improve

- Follow-up after demos
- Forecast accuracy
- Handover to onboarding

Plan for next quarter

1

Focus

Top 20 accounts by potential

2

Enable

New pitch deck and case studies

3

Execute

Weekly pipeline reviews

4

Measure

Win rate and cycle time

Asks from leadership

- ▶ Two more pre-sales engineers
- ▶ Marketing budget for an industry event
- ▶ Faster legal review for contracts
- ▶ Approval for partner discounts

Let's close the year strong

Thank you, team.

Partner Sales

