

QUARTERLY BUSINESS REVIEW

Channel Partner Review

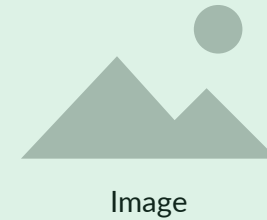
Partner Sales • Q1 2027

Partner Sales • Q1 2027 • Regional Sales Head



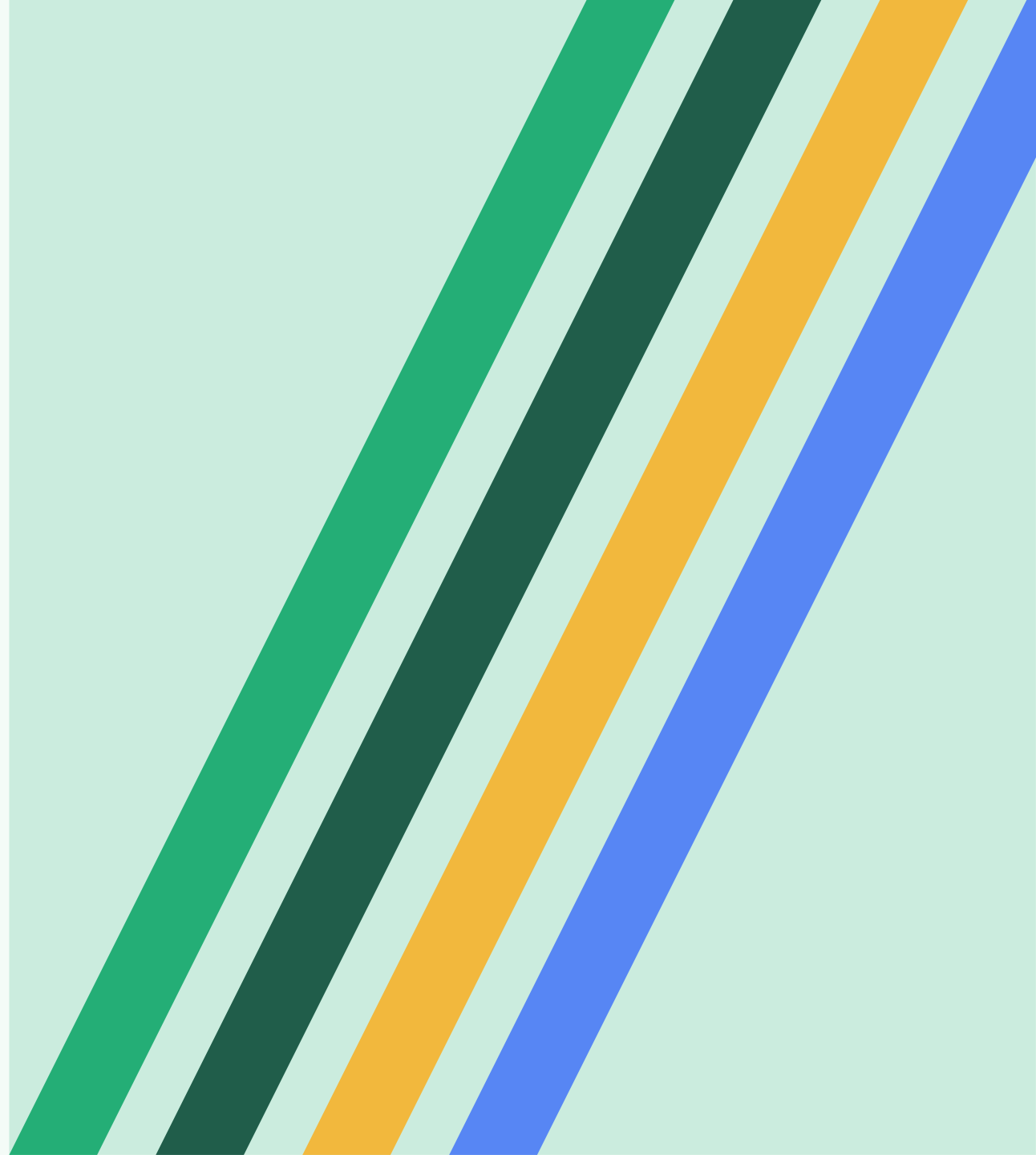
Agenda

- 01 Results
- 02 Pipeline
- 03 Wins & lessons
- 04 Next quarter



01

RESULTS



Quarter at a glance

112%

of revenue target

₹6.4 Cr

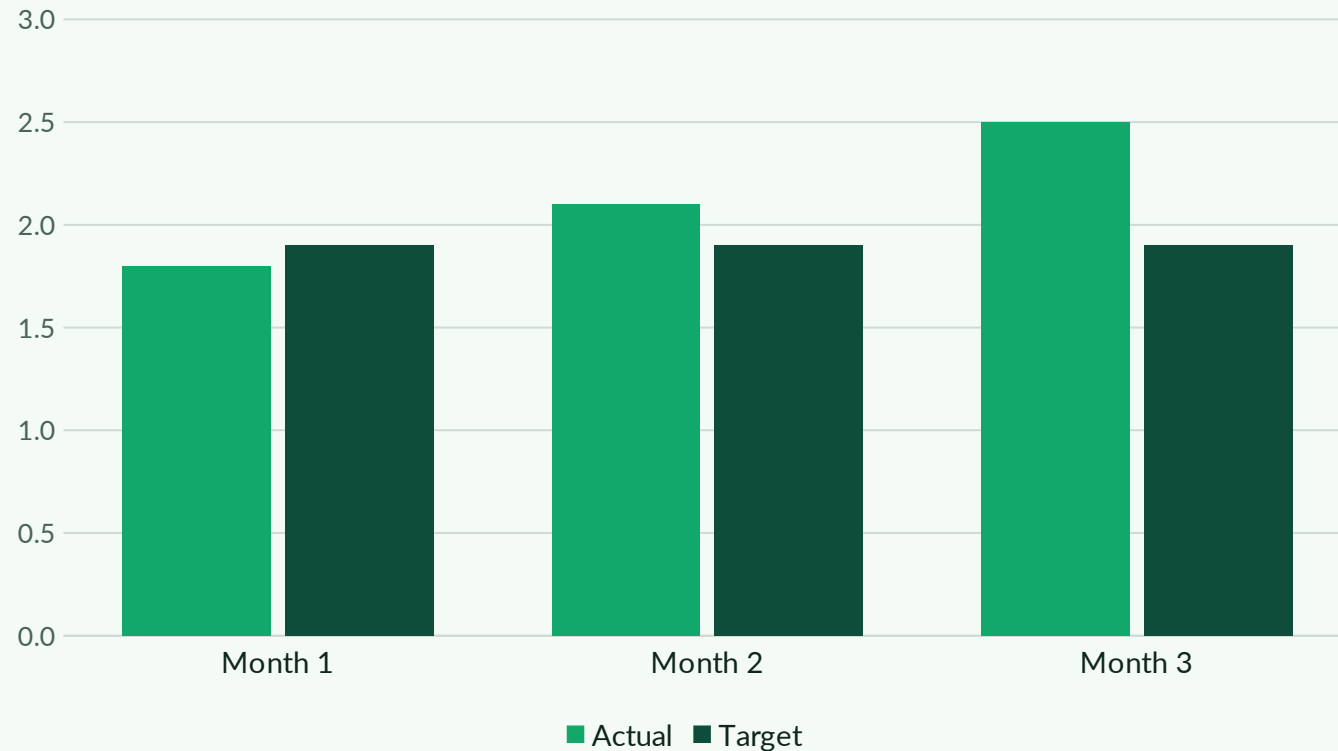
closed revenue

38

new logos

Sample data.

Revenue vs target

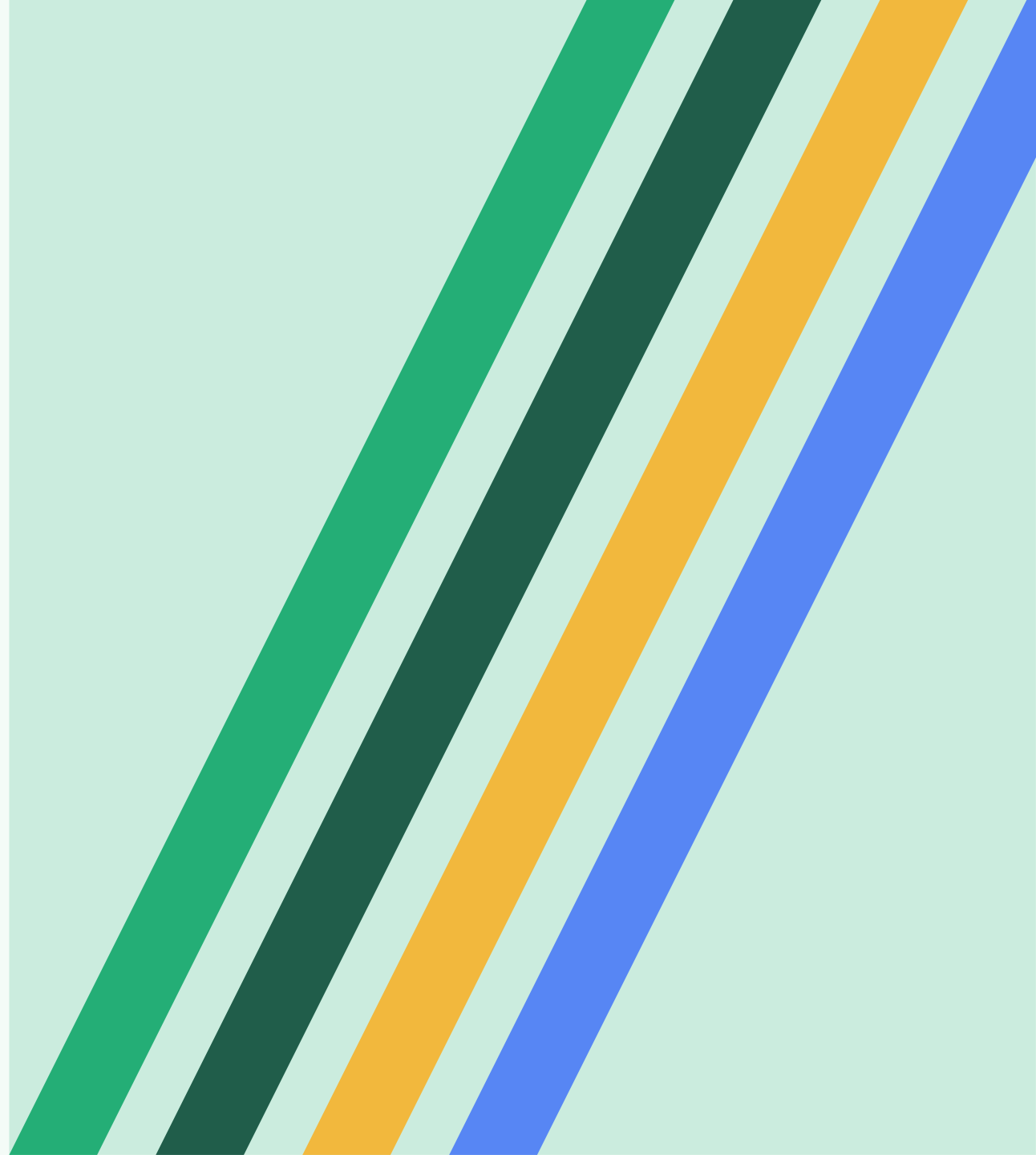


Strong finish in month 3 after two large renewals.

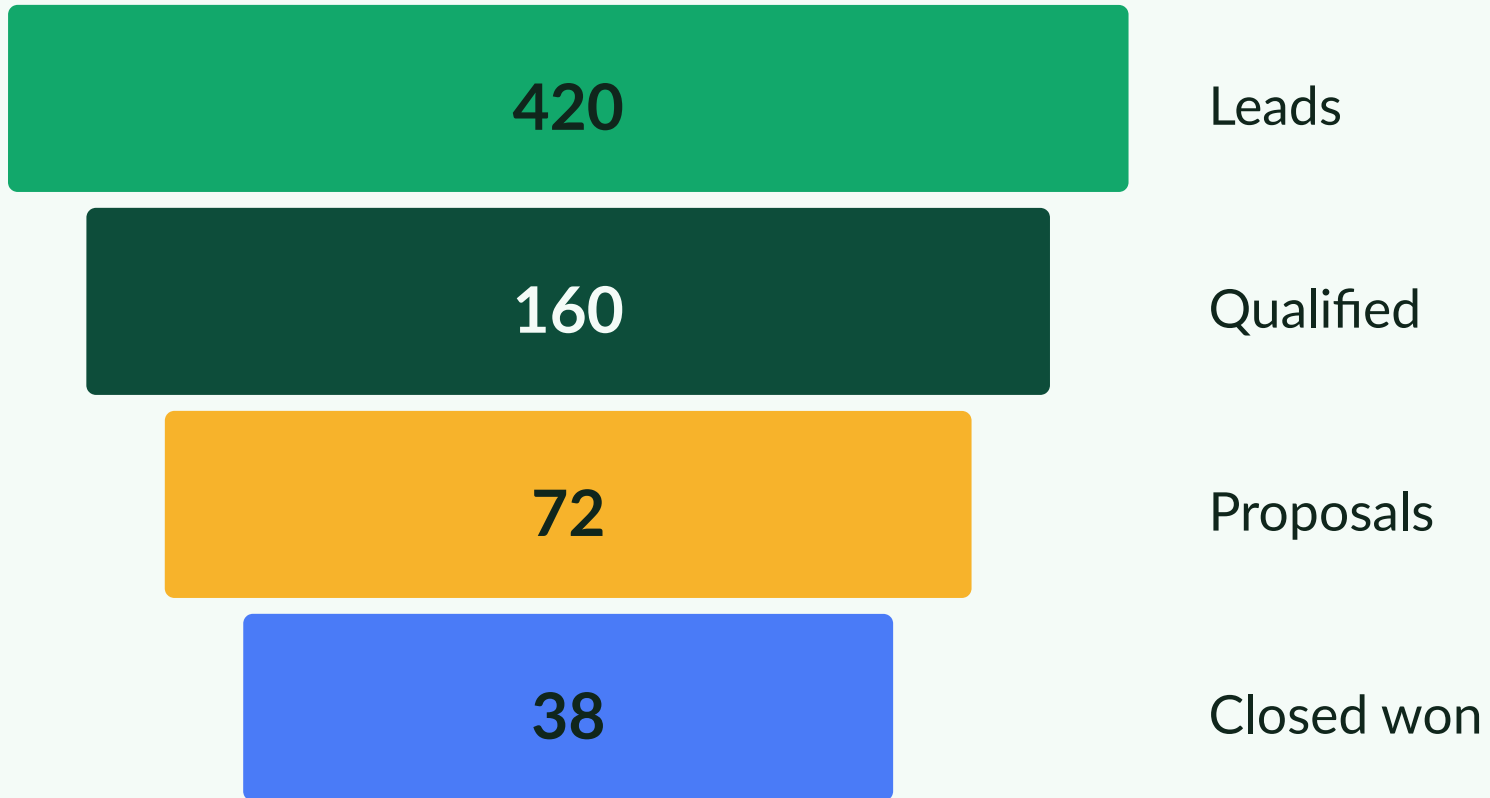
Sample data for illustration — replace with your own figures.

02

PIPELINE



Pipeline health

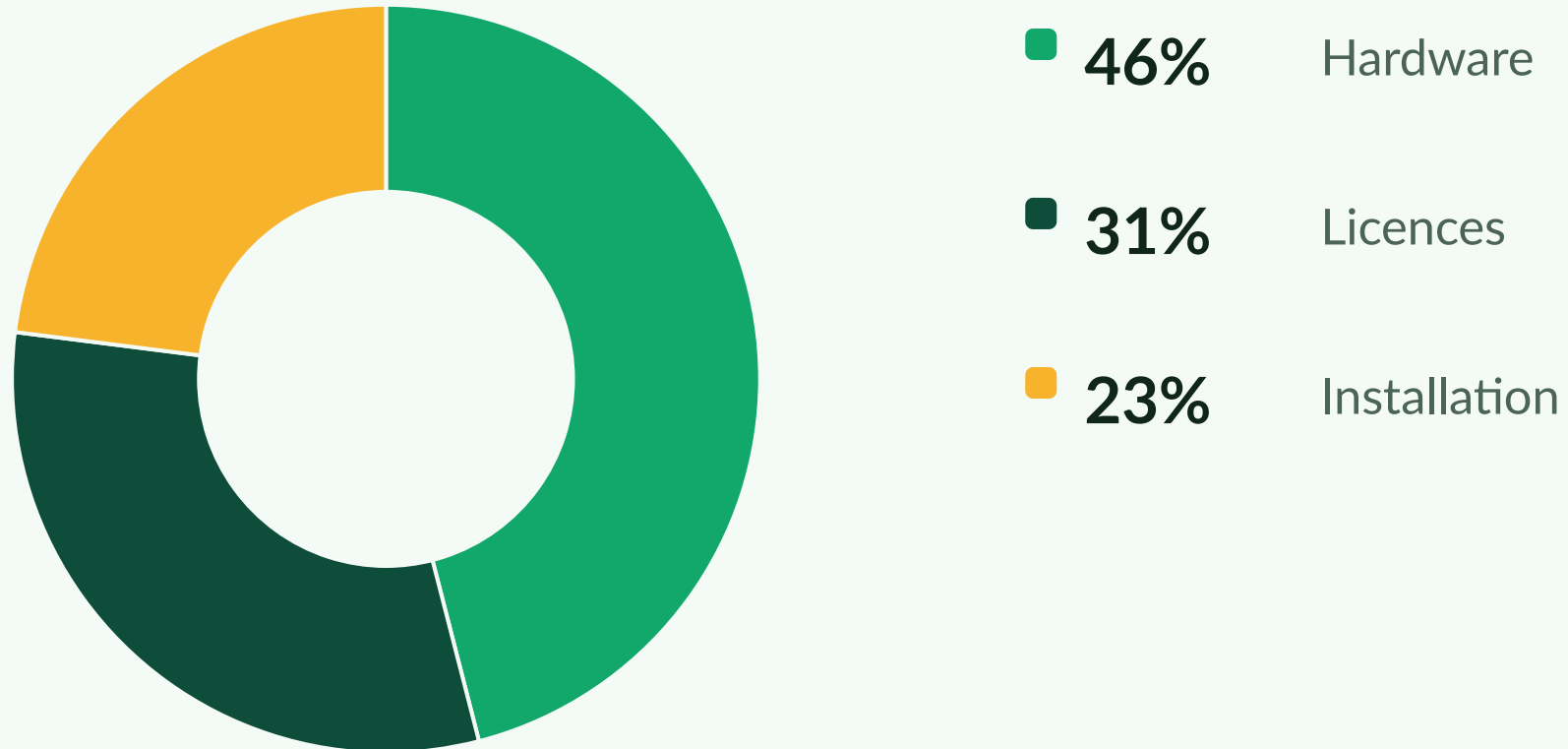


Top opportunities

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.

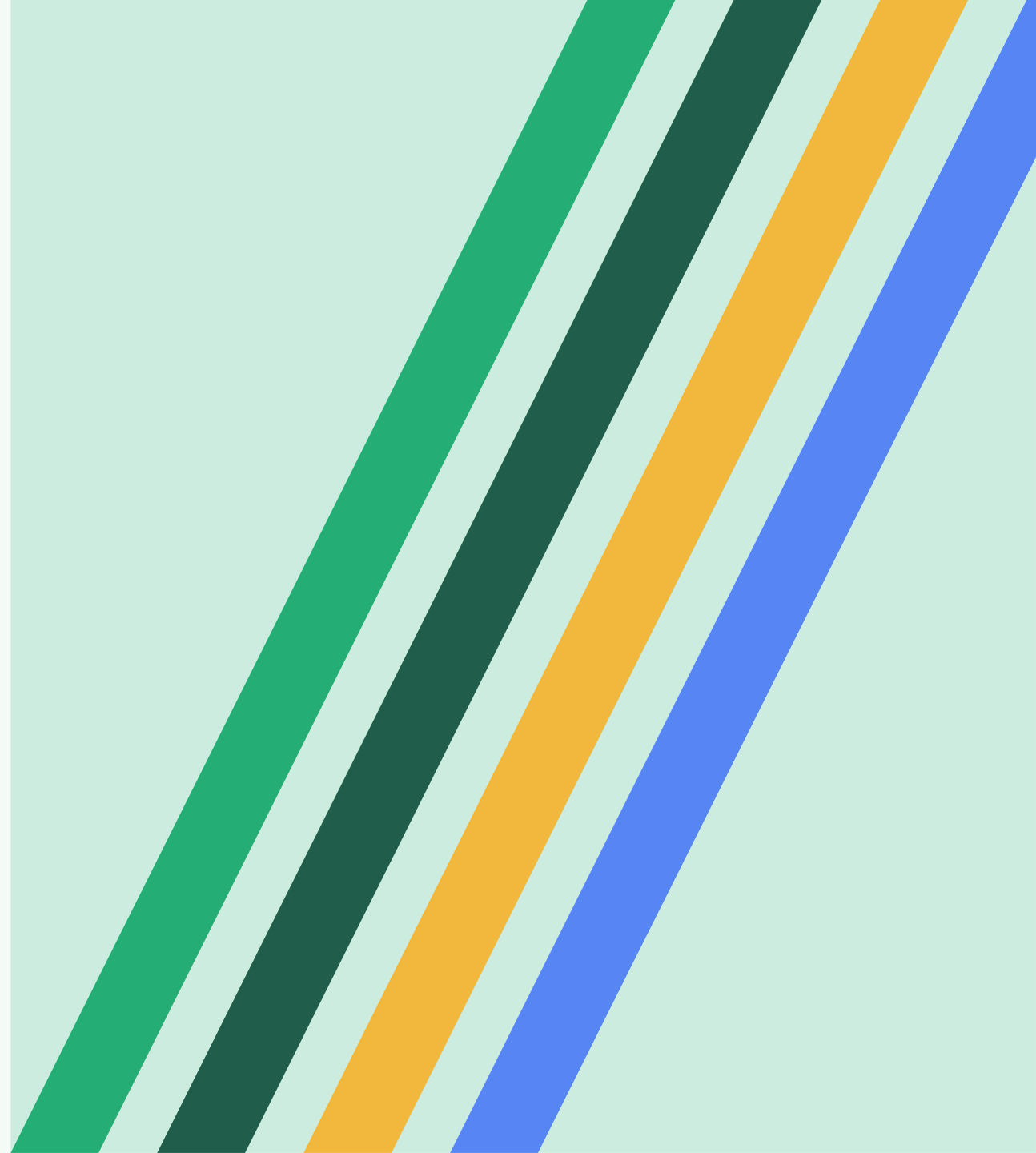
Revenue by product



Sample data for illustration.

03

WINS & LESSONS





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

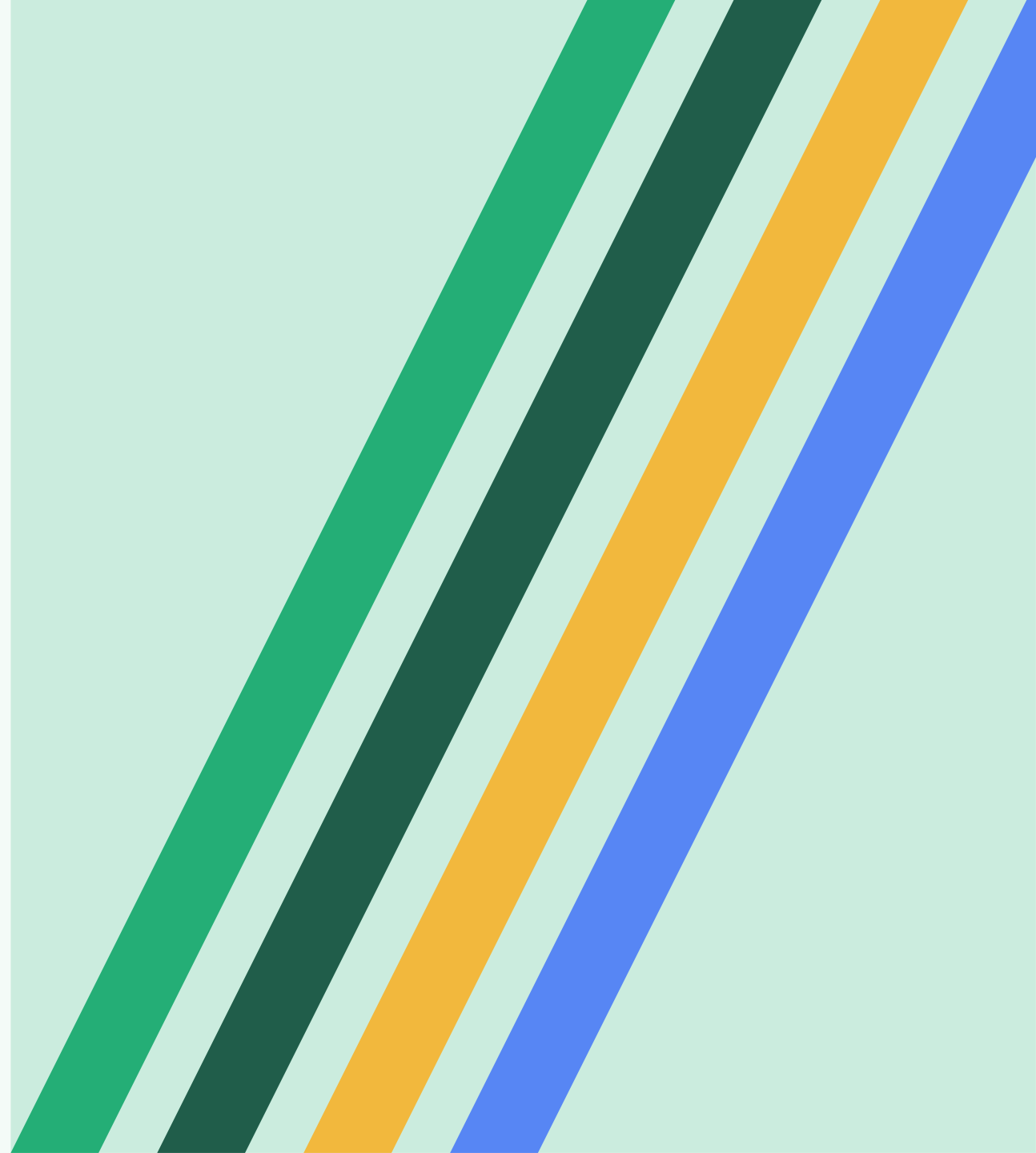
vs

Improve

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

04

NEXT QUARTER





Plan for next quarter



Focus

Top 20 accounts by
potential



Enable

New pitch deck and case
studies



Execute

Weekly pipeline reviews



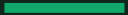
Measure

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