

YOUR DIGITAL TRANSFORMATION PATHWAY



+

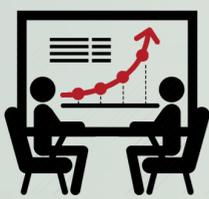
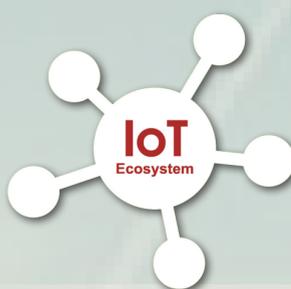


VENDOR + PRODUCT

You have a product which is an IoT solution.

IOT ECOSYSTEM

You need to understand how your product fits into the IoT ecosystem through partnerships, strategic alliances, and how your product makes it better.



INTERNAL SALES + MARKETING

Your internal sales and marketing team needs to know about partners, IoT, Digital Transformation, how to position product in the ecosystem. Sales and marketing relay information to channel.

CHANNEL

Connect your product with different solutions and then goes to customer.



DTI SERVICES

DIGITAL TRANSFORMATION PRACTICE ACCELERATION

Services include DX/IoT Practice Readiness Assessments, DX/IoT Partner Selection Services, DX/IoT Expert 4 Hire (E4H), and DX/IoT Leadership Mentoring

Services include Sales Organization and Account Team IoT/DX Readiness Assessments, IoT/DX Sales Process and Best Practices, IoT/DX Productization Best Practices, IoT/DX Sales Enablement Content Customization

IOT/SALES TRANSFORMATION

PRODUCT MARKETING TRANSFORMATION

Marketing needs to know about Partners, IoT, DX, how to position the product in the ecosystem, use cases, value and outcomes.

DTI can help you create a Digital Transformation Learning System that leverages non-classroom time as well as traditional programs in order to ensure that on the job training and Social Learning opportunities are maximized and easy to execute.

LEARNING CULTURE TRANSFORMATION

AWARENESS

Awareness and Customer Qualification services like Webinars, Roadshows, Hackathons and more.

Many project gaps consist of specialized skills and these can be filled through our staff augmentation service. We will easily fill the additional knowledge and skills required to support your project initiatives.

STAFF AUGMENTATION

DEMAND GENERATION

Demand Generation services like Test Drives or Customer Engagement Workshops.

Fast Lane experts are here to support critical parts of your solution sales cycle. Whatever the gap, we apply deep experience and passion to help you close the deal and bring the value of your solution to your customers.

EXPERT 4 HIRE

CONTACT US

info@dxform.io

dxform.io

