



ZONES
PARTNER &
SALES SUMMIT

ONE TEAM. WINNING TOGETHER.

As you prepare for your session we would like you to focus on how we win together. With a focus on more than just product knowledge, it needs to be practical repeatable examples of how Zones and our partners work together to identify opportunities, solve customer challenges, deliver value, and create long-term growth. Most importantly, help our sellers leave P&SS with the confidence to identify similar opportunities, engage the right resources, and create more joint success.

One Team Winning Together Looks Like:

What to Focus On

Our goal is to show different paths to success and help sellers identify opportunities they can easily replicate and implement. Share two Zones + OEM wins:

One Growth-focused win

One Workplace, or Technical-focused win

Tell the Story

For each win, walk us through:

How We Won & Delivered

- > Why did the customer choose us?
- > What differentiated the solution?
- > How did Zones and the OEM work together to execute?

What Happened Next

- > Customer outcomes
- > Expansion opportunities
- > Lessons learned

How was the Opportunity Found?

- > What customer challenge or trigger created the opportunity?

How we Built the Solution Together

- > What legwork was involved?
- > Who was engaged from Zones and the OEM?

Who was the Team Behind the Win, Highlight the Collaboration Between:

- > Zones sellers
- > OEM team
- > Business Practice Leads
- > Solution architects/FAEs
- > Services and delivery teams

Connect the Bigger Story

Sellers need to become more comfortable working with our Practice Leads and better understand how they can help accelerate opportunities and drive cross-sell conversations. Help sellers understand how your solution aligns to broader Zones capabilities, including:



**Digital
Workspace**



Networking



Security



**Cloud & Data
Center**



**Professional
Services**



**Managed
Services**