

# Guided Co-Sell Activation



- \$5,000 (one-time fee)
- 60 days
- Build & launch one revenue-producing co-sell motion

Forecastable helps you stand up one co-sell playbook that's ready for the field and designed to generate pipeline fast. This is the fastest way to go from "we have partners" to "partners are producing".

## What we deliver (in 60 days)

### 1) One deployable Co-Sell Playbook

A complete, field-ready playbook built with you and your partner, including:

- ICP and "where to win" focus (net-new, expansion, or retention)
- Partner selection and partner interview (we structure and run it with you)
- Buyer pain → door opener micro-offer (high-value, low-friction)
- Trigger events + account identification criteria
- Exact outreach messaging + internal enablement guidance
- Clear next steps that convert the micro-offer into an active opportunity

### 2) Activation & enablement to get it live

We don't stop at the playbook. We help you deploy it to the field:

- Rollout plan for Sales/CS and partner stakeholders
- Manager-ready enablement: how to get adoption and run it consistently
- Guidance on where partners already have influence (so the motion moves)

### 3) 90-day access to Forecastable technology (included, but optional)

Your team gets access to our Co-Sell Orchestration platform to:

- Track activity once it goes live (partner touches, plays deployed, momentum)
- Maintain visibility across internal + external collaboration



Partner leaders who need to **prove pipeline impact** this quarter



Teams who have partner relationships but lack a **repeatable, deployable motion**



Sales/CS orgs that need a **clear play + messaging + partner coordination** (not strategy decks)

## What success looks like

By the end of 60 days you'll have:

- A ready-to-run co-sell playbook your field team can execute immediately
- A door opener offer that earns meetings without "pitchy" outreach
- A partner motion that is easy to repeat and scale into additional playbooks
- Clear visibility into activity + progress (via platform access)

## What's included

- Playbook build + partner interview facilitation
- Door opener/micro-offer development + messaging
- Activation plan + enablement guidance for Sales/CS and partner stakeholders
- 1:1 working sessions with Forecastable throughout the engagement
- 90-day optional Co-Sell Orchestration platform access

## How we work (simple + fast)

**Weeks 1-2:** Focus selection + partner alignment + interview

**Weeks 3-4:** Playbook build + door opener finalized

**Weeks 5-6:** Field rollout plan + enablement + launch readiness

## Next step

Book a fit call to confirm your best play (net-new, expansion, or retention) and identify the partner motion we'll launch first.

[See if we're a fit](#)