

# DIGITAL WORKPLACE

*Channel Solutions for  
Empowering Digital  
Workforce Collaboration*

Partner Ecosystem  
Accelerator





# Digital Workplace Channel Partner Sales Accelerator

Empowering partners to drive growth with unified solutions that transform the way organisations work, collaborate, and secure their digital environments.

# The Digital Workplace Opportunity



## \$90B Market by 2028

Global digital workplace market projected to exceed this milestone according to Gartner

## Seamless Collaboration

Organisations demand integrated security, remote access, and unified communication platforms

## Channel Advantage

Partners positioned to capitalise on this accelerating digital transformation shift

# Introducing the Sales Accelerator Suite

A comprehensive solution portfolio designed to simplify partner sales cycles, increase deal velocity, and deliver end-to-end digital workplace transformation for modern enterprises.



## Intranets & Employee Portals

Centralised platforms that connect teams, streamline communications, and enhance employee engagement across the organisation.



## Unified Communications

Integrated collaboration tools including chat, video conferencing, and real-time document sharing for hybrid workforces.



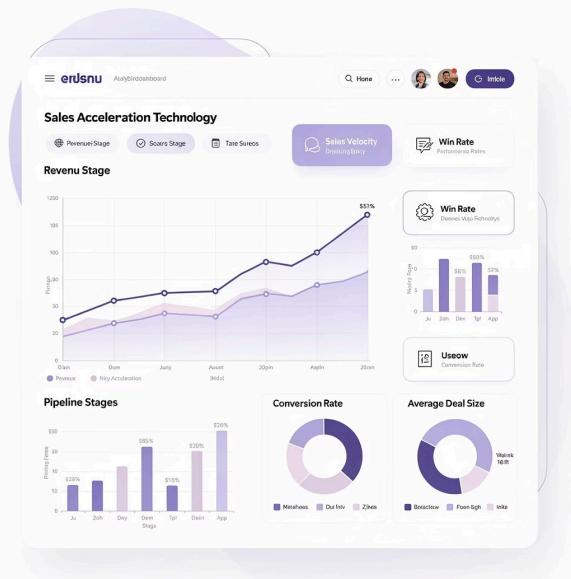
## Virtual Desktop Infrastructure

Secure, flexible desktop access from any device, enabling seamless remote work without compromising performance.

## Endpoint Security & Compliance

Advanced protection against evolving cyber threats with comprehensive compliance management and monitoring capabilities.

# Why Channel Partners Need a Sales Accelerator



Complex product categories require streamlined sales enablement to maximise conversion rates and reduce sales cycle friction.

## Prioritised Action Lists

Dynamics 365 Sales Accelerator integration provides intelligent task prioritisation and automated sales sequences that guide sellers to focus on high-value opportunities.

## Contextual Guidance

Next-step recommendations powered by AI analytics help sellers navigate complex sales journeys with confidence and precision.

## Multi-Channel Workspace

Unified engagement across email, phone, and social channels from a single, streamlined interface increases productivity and consistency.

# Intranets & Unified Communications

## Employee Engagement

Centralised intranets connect distributed teams, streamline internal communications, and foster a unified company culture.

## Real-Time Communication

Integrated chat, video, and document sharing enable seamless collaboration for hybrid and remote workforces.

---

- Partner Success Story:** Partner X achieved a 30% increase in deal closure rates by implementing unified communications solutions, demonstrating the commercial viability and customer demand for integrated collaboration tools.

# Virtual Desktop Infrastructure & Endpoint Security

## Secure Anywhere Access for the Modern Workforce



### Flexible VDI Access

Secure desktop environments accessible from any device, anywhere, maintaining performance and user experience without compromise.



### Advanced Threat Protection

Comprehensive endpoint security defends against sophisticated cyber threats with real-time monitoring and automated response capabilities.

Partners can bundle VDI and endpoint security to create compelling, comprehensive digital workplace security offerings that address customer concerns holistically.

# Partner Enablement & Growth Strategy

Our proven Channel Partner Sales Accelerator framework delivers measurable results through a structured, four-phase approach designed to maximise partner performance and revenue growth.



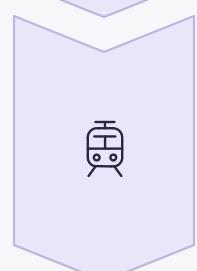
## Assess

Comprehensive evaluation of current partner programme performance, identifying strengths, gaps, and untapped opportunities for improvement.



## Develop

Tailored sales enablement materials, customised incentive plans, and strategic go-to-market roadmaps aligned with partner capabilities.



## Educate

Expert-led training sessions covering product knowledge, sales techniques, and technical implementation best practices for rapid upskilling.



## Monitor & Optimise

Continuous performance tracking with data-driven insights and ongoing optimisation to ensure sustained sales excellence and growth.

# Real Results: Accelerating Partner Sales

Our Sales Accelerator delivers tangible, measurable outcomes that transform partner performance and drive sustainable revenue growth across the channel ecosystem.

**35-...**

## Conversion Rate Increase

Typical improvement in deal conversion based on Radiant Digital performance data

**30%**

## Engagement Boost

Enhanced customer engagement and retention through optimised sales processes

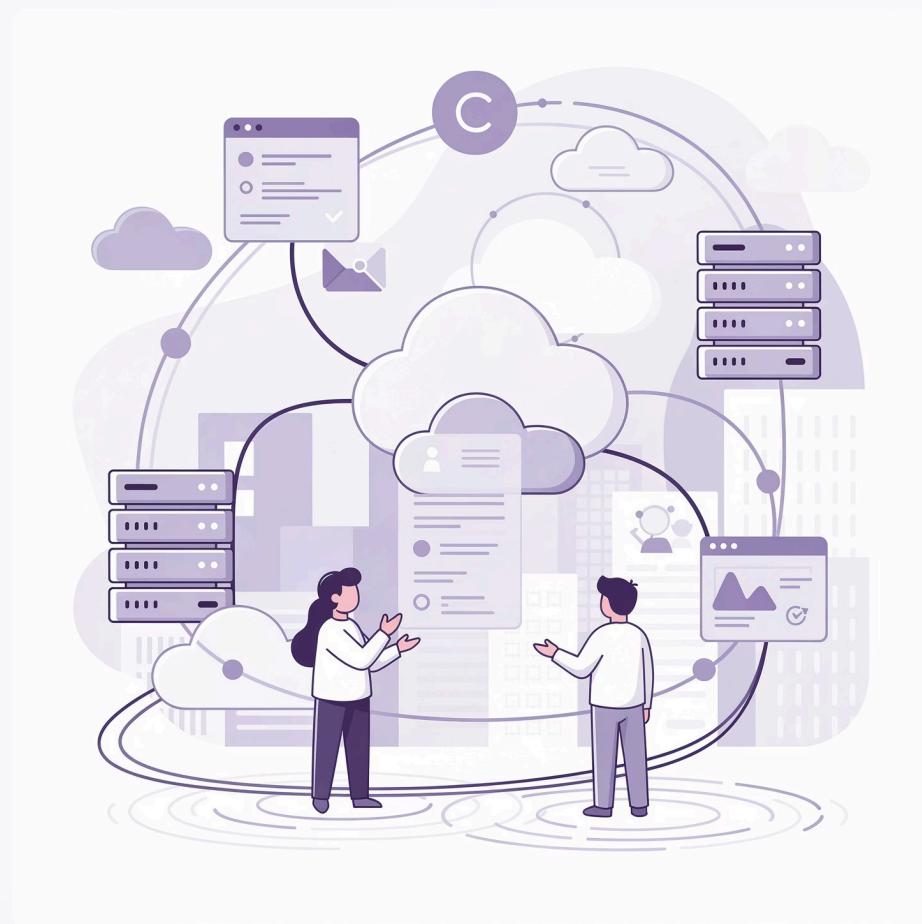
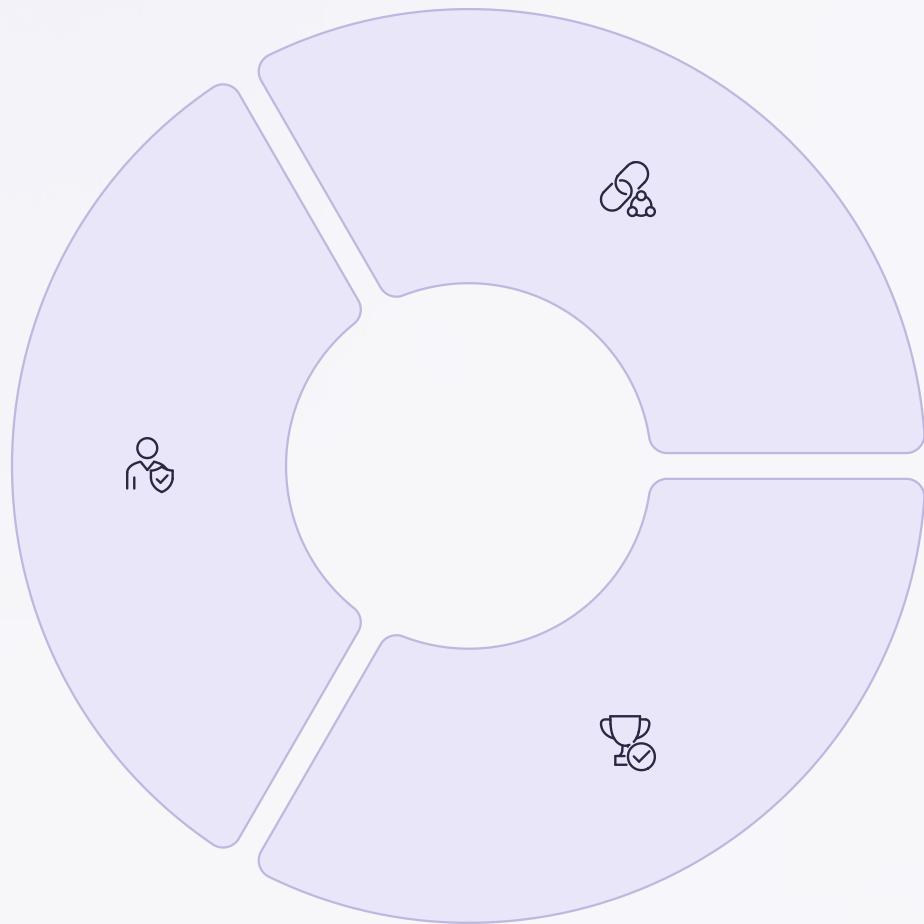
**50%**

## Faster Ramp-Up

Reduced time-to-productivity for new partners and sellers through streamlined onboarding



# Integration & Ecosystem Advantage



## Seamless Integration

Native connectivity with CRM platforms, marketing automation tools, and collaboration software for unified workflows.

The Sales Accelerator creates a unified technology ecosystem that eliminates silos, streamlines operations, and enables partners to deliver exceptional customer value.



## Global Networks

Access to worldwide distributor and MSP networks enabling expanded market reach and accelerated growth.



## End-to-End Solutions

Empowers partners to deliver comprehensive digital workplace transformations rather than point solutions.

# Your Next Step: Unlock Channel Partner Potential

01

## Simplify Complex Sales Journeys

Transform multi-product sales cycles into streamlined, repeatable processes that accelerate time-to-close.

02

## Empower Partners with Intelligence

Equip your channel with the right tools, insights, and guidance to win more deals with confidence.

03

## Drive Scalable Revenue Growth

Build consistent, predictable channel performance that compounds over time and expands market leadership.

**Let's accelerate your channel success together!**

Partner with us to transform your digital workplace channel programme and unlock unprecedented growth potential.

