A logo with a magnifying glass and a circuit board

AI-generated content may be incorrect.**XplainIQ lite: Channel Readiness Scoring Index**

October 18, 2025

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**Innovative Networx, LLC**

Channel Readiness Assessment

*Technology Service Distributor: Sandler Partners*

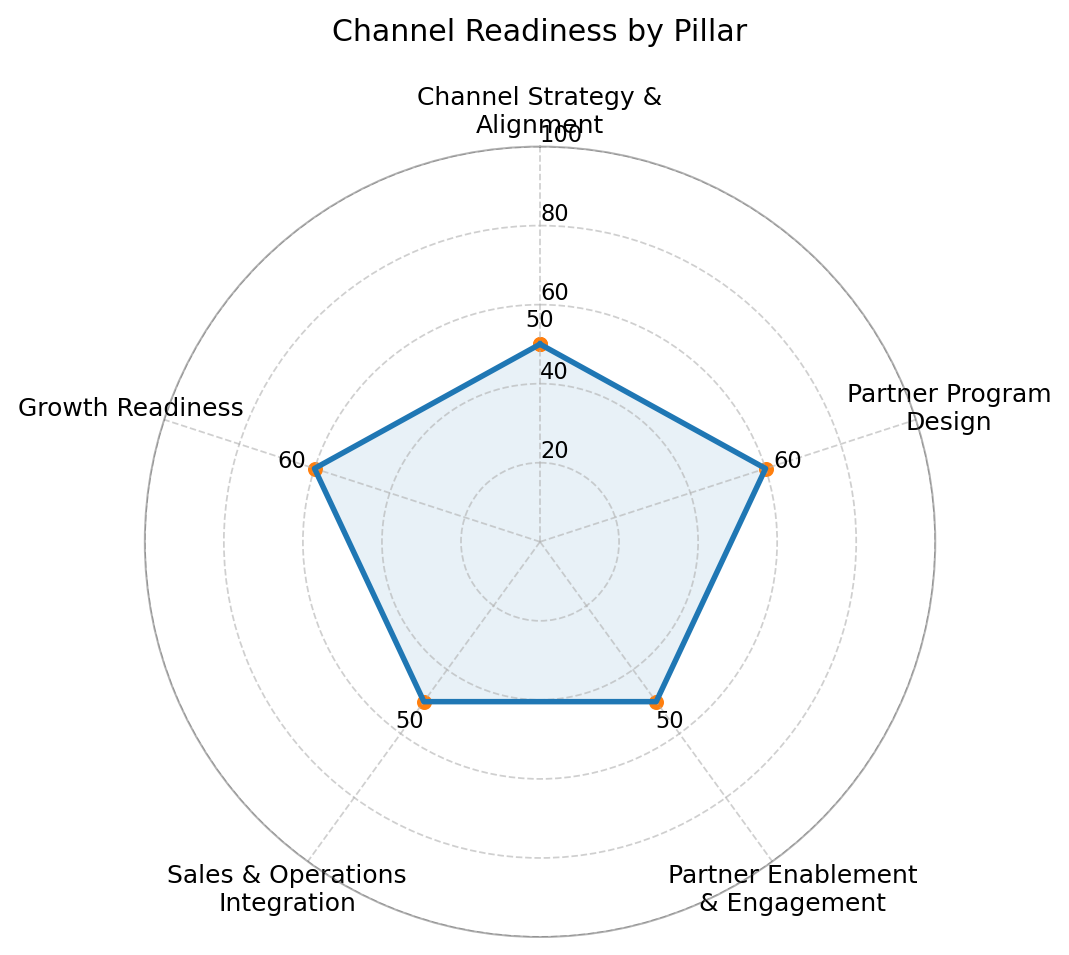
**EXECUTIVE SUMMARY**

**54**

Channel Readiness Score  
Developing Maturity

|  |  |
| --- | --- |
| Contact | William Madison |
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**Capability Assessment Radar**



**Detailed Assessment Results**

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**Pillar Performance Summary**

|  |  |  |
| --- | --- | --- |
| Pillar | Score | Assessment |
| A. Channel Strategy & Alignment | **50** | Emerging |
| B. Partner Program Design | **60** | Solid Foundation |
| C. Partner Enablement & Engagement | **50** | Emerging |
| D. Sales & Operations Integration | **50** | Emerging |
| E. Growth Readiness | **60** | Solid Foundation |

**Key Findings**

**Areas of Strength:**

* B. Partner Program Design
* E. Growth Readiness

**Development Priorities:**

* A. Channel Strategy & Alignment
* C. Partner Enablement & Engagement
* D. Sales & Operations Integration

**Strategic Recommendations (Next 90 Days)**

1. Clarify the partner role by segment and set a 12-month channel thesis with 3 measurable outcomes.
2. Stand up a 30-60-90 enablement cadence: onboarding kit, monthly enablement call, quarterly MDF campaign.
3. Separate channel pipeline tracking; define lead routing/quoting SLAs; add 'channel' to forecast reviews.

**Ready to achieve a 90+ Channel Readiness Score?**

Schedule a comprehensive XplainIQ GTM Assessment

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