


Co-Sell + Procurement-Safe Sell Pack

Enterprise partner enablement for Microsoft 365 Copilot readiness engagements (board-ready, evidence-first, minimum-access).

Doc ID: CS-001 | Version: v1.1 | Prepared: 2025-12-21 | Classification: Non-confidential

<p>Purpose</p> <p>Enable clean enterprise introductions, preserve Request ID (RID) continuity, and route buyers into the correct lane without oversharing confidential data.</p> <p>Primary link</p> <p>https://www.noetfield.com/gate/partners/</p> <p>Contact</p> <p>sales@noetfield.com procurement@noetfield.com</p>	<p>Confidentiality discipline</p> <p>Safe for email and chat. Do not send screenshots, tenant identifiers, credentials, customer content, or regulated personal data. Detailed environment discussion begins only after NDA and defined SOW.</p> <div></div> <p>Scan: Partner portal</p>
--	--

Quick reference

Lane	Use when	Link	Owner
Buyer / Champion (default)	Scope confirmation and tier selection.	https://www.noetfield.com/gate/?rid={{RID}}	Partner / Champion
Procurement (Invoice / PO)	Vendor onboarding, contracting, security/privacy review.	https://www.noetfield.com/gate/procurement/?rid={{RID}}	Procurement / Legal / Privacy
Partners (delivery / channel)	Partner onboarding (not for buyer procurement).	https://www.noetfield.com/gate/partners/?rid={{RID}}	Partner team
Status (RID)	Progress check without sharing confidential data.	https://www.noetfield.com/status/?rid={{RID}}	Buyer / Champion
Deal registration	Register net-new opportunity and bind protection window.	https://www.noetfield.com/gate/partners/deal/?rid={{RID}}	Partner team

RID continuity rules

- Always include ?rid={{RID}} in links when an RID exists.
- If an RID does not exist, use the clean lane URL; RID will be generated on intake.
- Do not email findings, scores, or risk language. Keep outputs inside Noetfield artefacts.

Deal registration summary (partner-safe)

- **Eligible:** net-new account, named org + buyer/contact, active Copilot decision timeline.
- **Protection:** 90 days from approval (unless overridden by executed agreement).
- **Conflicts:** first approved registration wins; existing Noetfield pipeline excluded.
- **Duplicates:** both parties notified; resolution per Partner Agreement.
- **Routing:** buyers use Procurement lane; partners use Partner lane (RID continuity).

Positioning and boundaries

Two-sentence positioning

Noetfield delivers board-ready evidence and governance artefacts for Microsoft 365 Copilot adoption. Work is read-only and produces a defensible decision package (evidence register, control mapping, executive memo) to reduce oversharing risk and accelerate procurement sign-off.

Talk tracks

30 seconds: Evidence-first Copilot readiness. Read-only. Decision artefacts for board and procurement.

2 minutes: Time-boxed engagement producing evidence register, control mapping, and an executive memo. Procurement-safe routing and minimum-access by default; no deployment changes or production write access.

What is not done

- No tenant admin changes; no deployment changes; no production write-access.
- No ingestion of customer content beyond agreed evidence exports and summaries (scope-controlled).
- No replacement of internal security/privacy/procurement; outputs are an audit-friendly decision pack.

Minimum access (read-only) - if asked

- Microsoft 365 configuration and policy exports (read-only) from agreed admin centers.
- Purview / DLP / sensitivity label posture summaries (exported).
- Copilot readiness inputs (licensing posture, feature flags, extension/connector posture).
- Short stakeholder interviews (IT owner, privacy, security, records/IM, procurement as applicable).

Sales motion

Default motion (partner-led intro)

1. Warm intro to IT/Modern Workplace champion (buyer lane).
2. Scope confirmation by written intake (non-confidential).
3. Procurement routing if requested (Invoice/PO, NDA, security/privacy).
4. Contract path: NDA + SOW (fast) or MSA + SOW (enterprise).
5. Delivery checkpoints via Status (RID).

Meeting agenda - 25 minutes

- 0-5:** Timeline and success criteria (pilot vs rollout decision).
- 5-10:** Scope boundaries (read-only; minimum access).
- 10-15:** Tier selection (QuickScan vs 2/4/6 weeks).
- 15-20:** Procurement path (NDA/SOW vs MSA/SOW; vendor onboarding).
- 20-25:** Next step and owner assignment (RID created; lane link shared).

Qualification questions (partner-safe)

- Is Copilot pilot active, or is rollout decision pending?
- Any known blockers (privacy, retention, DLP, connectors/extensions, records/IM)?
- Preferred contracting lane (Invoice/PO; NDA requirement; vendor onboarding steps)?
- Timeline for decision and targeted rollout window?

Red-lines

- Request for credentials, tenant IDs, screenshots, or customer datasets via email or web form.
- Pressure to provide findings, scores, or risk language outside formal Noetfield artefacts.
- Procurement routed through partner intake.

Email templates (copy-paste)

Replace placeholders in {{brackets}}. Keep language minimal. Route procurement early when requested.

T1 - Partner warm intro to IT/Modern Workplace champion

Subject: Intro: board-ready Copilot readiness evidence (Noetfield)

Hi {{Champion Name}},

Intro via {{Partner Name}}. Noetfield supports Microsoft 365 Copilot adoption by producing a board-ready evidence and governance package (read-only).

Fast start (intake + tier routing): <https://www.noetfield.com/gate/?rid={{RID}}>

If procurement needs to engage early (Invoice/PO, NDA, security/privacy):

<https://www.noetfield.com/gate/procurement/?rid={{RID}}>

Best,

{{Your Name}}

{{Title}} | {{Partner Org}}

T3 - Champion handoff to Procurement / Privacy / Legal

Subject: Vendor onboarding: Noetfield (read-only) - procurement lane

Hello {{Procurement Lead}},

Routing Noetfield into procurement. Scope is read-only and focused on producing a defensible decision pack (evidence register, control mapping, board memo) for Microsoft 365 Copilot readiness.

Procurement lane (Invoice/PO, NDA, security/privacy):

<https://www.noetfield.com/gate/procurement/?rid={{RID}}>

Please advise required onboarding steps (vendor forms, insurance, security questionnaire, NDA/MSA/SOW preferences).

Regards,

{{Champion Name}}

T6 - Security/privacy blocker escalation (red-line safe)

Subject: Copilot readiness - security/privacy red-line review (procurement lane)

Hello {{CISO/Privacy Officer}},

Flagging active security/privacy blockers to clear before Copilot rollout. Noetfield provides a read-only, evidence-based decision pack to resolve boundary and control questions in a defensible way.

Procurement lane for security/privacy review: <https://www.noetfield.com/gate/procurement/?rid={{RID}}>

Regards,

{{Name}}

Partner operating checklist

Do

- Keep language board-safe: decision support, evidence, controls, scope boundaries.
- Use lane links and keep routing clean (buyers -> Gate; procurement -> Procurement).
- Keep discussions non-confidential until NDA is in place.
- Ask for preferred contracting path (NDA/SOW or MSA/SOW).

Do not

- Do not request or forward credentials, tenant IDs, screenshots, or customer datasets.
- Do not send findings, scores, or risk language by email; keep outputs in artefacts.
- Do not route procurement through partner intake.

Partner-ready one-liners

- Read-only assessment producing board-ready evidence and a decision memo.
- Designed to reduce oversharing risk and accelerate procurement sign-off.
- Evidence register + control mapping + action plan; no deployment changes.

Disclaimers: non-confidential summary only. No exclusivity. No agency/authority to bind. Commercial terms, deal protection, and non-circumvention apply only under an executed Partner Agreement. Noetfield may accept/decline opportunities to protect delivery quality and buyer outcomes.