

Partner Network Strategy and Development

Business Challenge

Our client is a cloud-based enterprise software company that provides a suite of products and services for the global insurance industry. Our client wanted to build a robust partner network from which to augment both its internal teams and its customers' teams in order to execute successful implementations. A successful implementation requires our client's customers to provide staff and expertise in a numbers of roles. In past experiences, our client found that its customers were not only understaffed but also lacked the expertise and experience required to implement an enterprise software system.

The key issues that faced our client were:

- Customers were understaffed and lacked the expertise and experience required to implement the enterprise software platform
- Internal teams needed additional staff in various roles to increase capacity and meet the needs of the project

Client & Engagement Quick Facts

- Three month project duration
- 50+ prospective partners researched and assessed
- 10 RFIs/RFPs sent to prospective partners
- 30+ references surveyed
- 5 prospective partner interviews

Our Solution

After completing an assessment to understand the roles and skill sets required, we developed an RFI defining the requirements and a corresponding scorecard template to evaluate each prospective partner. We reviewed each RFI response, objectively scored each prospect based on metrics and criteria defined, and provided a recommendation on which prospective partners are the best strategic fit for our client.

Business Benefits

Our client successfully established a single hosted SharePoint 2010 solution with significantly improved availability, and half the latency for data transfer in non-US regional office locations.

About Us

Kenny & Company is a management consulting firm offering Strategy, Operations and Technology services to our clients.

We exist because we love to do the work. After management consulting for 20+ years at some of the largest consulting companies globally, our partners realized that when it comes to consulting, bigger doesn't always mean better.

Instead, we've created a place where our ideas and opinions are grounded in experience, analysis and facts, leading to real problem solving and real solutions – a truly collaborative experience with our clients making their business our business.

We focus on getting the work done and prefer to let our work speak for itself. When we do speak, we don't talk about ourselves, but rather about what we do for our clients. We're proud of the strong character our entire team brings, the high intensity in which we thrive, and above all, doing great work.

Who We Are

Partner Led

Our Partners are personally committed to our clients and lead every engagement.

Experience, Perspective and Passion

We average over 20 years in professional services and bring tailored approaches to every client engagement.

Focused, Collaborative, High-Impact

We work side-by-side with our clients in highly focused teams to solve complex business problems.

Client First

Our highest priority is our client's professional and personal success. We believe clients should expect more.

Guarantee Our Work

We guarantee our clients complete satisfaction every engagement every time.

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