

A decision accelerant, **not a brochure.**

How BCS365 shows up to AVANT Trusted Advisors, and what we run together.

This is the first thing a Trusted Advisor should see. The goal is not to explain BCS365 in full. It is to make the next step obvious: one signal, one short call, one clear answer on whether there is an opportunity worth working.

THE MESSAGE, IN ORDER

The hook	Your customer bought technology. It still has to run, stay secure, and get used.
The gap	Point solutions stop at installation. The operating work is what is left over.
The attach	BCS365 takes on that work without touching your relationship or your commission.
The proof	ISO/IEC 27001:2022 certified, 24/7/365 U.S. based NOC and SOC, in house engineers.
The ask	Send one operational signal. We take 15 minutes and tell you if it is real.

WHAT WE RUN TOGETHER

Enablement session A 45 minute working session with our sales engineers for your team, live or recorded.	Joint target list We build a shortlist from your existing book based on signals, not on cold data.	Co-branded collateral Sheets and decks produced with your name on them for your own outreach.
Opportunity huddles A standing 15 minute slot to pressure test anything you are looking at.	Deal scenario workshops Walk your live pipeline against the five scenarios and mark the attach points.	Quarterly pipeline review A short joint review of what we worked, what closed, and what is next.

WHAT WE WILL NOT DO

- Contact your customer without agreeing it with you first
- Position BCS365 as an alternative to you in the account
- Ask you to become technical, certified, or trained before we engage
- Run an expansion conversation in your account without you in it

Get Started Today! Start small and move quickly. The first engagement will take 15-minutes and produce a clear yes or no.

Capability summary only. Exact services, coverage, responsibilities, and commercial terms are opportunity specific and governed by the executed MSA and CFS.
BCS CallProcessing, LLC dba BCS365.

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Channel Marketing Concepts

BCS365.com/partners-avant

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