

Enablement, education, and deal registration.

The structure of the BCS365 partner landing page and how a deal gets registered.

This sheet defines what lives on the BCS365 AVANT partner page, how a Trusted Advisor moves through it, and what happens once an opportunity is registered. The page exists to shorten the distance between a signal and a scheduled conversation.

WHAT THE LANDING PAGE CARRIES

Introduction	Who BCS365 is, in partner terms rather than company history.
Partner value	Why BCS365 is built for Trusted Advisors, including the guardrails.
Co-sell process	The six step engagement model and who owns what.
Capability sheets	One page per service and per vertical, downloadable and co-brandable.
Deal scenarios	The five recurring opportunity patterns with questions to ask.
Attach rate booster	Where to attach against each AVANT solution category.
Registration path	How to register an opportunity and what happens next.

HOW A DEAL GETS REGISTERED

01 Signal You identify an operational signal in the account.	02 Register Register the opportunity through AVANT as you normally would.	03 Notify Send the name and one sentence of context to your BCS365 contact.	04 Huddle 15 minutes to confirm fit, roles, and the next question.	05 Engage Joint discovery on your call, with you leading.
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WHAT REGISTRATION PROTECTS

- Your position in the account, end to end through the engagement
- Your commission, administered through AVANT under existing terms
- Your visibility into every customer conversation we have
- Your control over timing, sequencing, and who is in the room

SERVICE LEVEL WE HOLD OURSELVES TO

Partner request	One business day response to any request from a Trusted Advisor.
Huddle	Scheduled within three business days of a registered signal.
Discovery writeup	Delivered within five business days of the joint discovery call.
Proposal	Scope and pricing reviewed with you before it reaches the customer.

Nothing here replaces the AVANT registration process. It sits alongside it so that BCS365 knows a deal exists and can move on it.

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