Local Partner Activation and Review Pack

Agree the work, demonstrate readiness and review supplier and partner responsibilities before widening commitments.

Reusable working template

1 · Agree scope and authority

Arrangement, offer, segment and limits

Supplier and partner owners

Acceptance evidence and unresolved conditions

> Why these boundaries? Selection of a partner is not permission for every employee to promise price, scope, dates or service levels.

Original Tibyan working aid, not a validated assessment. All examples are hypothetical; no reader testing or field validation completed. Keep sensitive data out of shared copies.

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Reusable working template

2 · Equip and demonstrate readiness

In each row, record the evidence, source/date and unknowns. Adapt the checks to your offer and task.

Readiness area	Supplier support / joint owner	Observable task evidence
Offer and proof		
Price and commitments		
Discovery and handoff		
Installation and support		

> Illustrative readiness criteria, not a validated certification. If materials or access are missing, record a supplier enablement gap rather than blaming the partner.

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Reusable working template

3 · Log one bounded joint attempt

Scope, permission and evidence

Attempt, exception and response

Work, cost and follow-through record

> The rehearsal failure is deliberately invented to show a decision. A better second attempt still needs evidence; it is not assumed.

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Reusable working template

4 · Review and decide together

Partner execution / supplier support / external constraints

Evidence and decision

Owner, follow-up and field evidence needed

> Review buyer progress, quality, economics and both organizations' support separately. High activity must not cancel a blocked essential or conceal supplier failures.

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Local Partner Activation and Review Pack

Agree the work, demonstrate readiness and review supplier and partner responsibilities before widening commitments.

Completed hypothetical example — all facts and decisions invented

1 · Agree scope and authority

Arrangement, offer, segment and limits

Fictional monitoring supplier retains the end-customer contract. A local company provides introductions and defined field service for private manufacturing sites. This operational design does not establish legal authority or country permissions.

Supplier and partner owners

Supplier commercial lead approves price and scope; supplier delivery lead owns installation dependencies. Partner introduction lead arranges permitted access; proposed service lead coordinates field work. Neither may expand commitments outside agreed authority.

Acceptance evidence and unresolved conditions

Need approved scope, service coverage, named capacity, escalation route and appropriate contract review. Partner contact list and product-session attendance alone do not establish readiness.

> Why these boundaries? Selection of a partner is not permission for every employee to promise price, scope, dates or service levels.

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Completed hypothetical example — all facts and decisions invented

2 · Equip and demonstrate readiness

In each row, record the evidence, source/date and unknowns. Adapt the checks to your offer and task.

Readiness area	Supplier support / joint owner	Observable task evidence
Offer and proof	Supplier product lead provides current approved kit	Partner explains scope without adding unsupported savings.
Price and commitments	Supplier commercial lead specifies approval route	Partner knows which discounts, dates and scope changes require approval.
Discovery and handoff	Both sales leads agree evidence and record	Partner separates facts from unknowns and routes the next useful task.
Installation and support	Delivery lead and proposed partner service lead clarify dependencies	Partner escalates a sample installation constraint and uses approved coverage only.

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Completed hypothetical example — all facts and decisions invented

3 · Log one bounded joint attempt

Scope, permission and evidence

In the fictional rehearsal, review a sample buyer request before any live independent promise. Use fictional data. No actual partner or customer was tested for this pack.

Attempt, exception and response

The invented partner promises an unapproved response window and misses an installation dependency. Pause independent commitments. Supplier operations clarifies coverage; delivery corrects the dependency note; both teams rehearse escalation again.

Work, cost and follow-through record

Record actual preparation, review, service and supplier support effort when a permitted real test is run. No costs, response results or sales outcomes have been collected here. Do not present a product briefing as successful activation.

> The rehearsal failure is deliberately invented to show a decision. A better second attempt still needs evidence; it is not assumed.

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Agree the work, demonstrate readiness and review supplier and partner responsibilities before widening commitments.

Completed hypothetical example — all facts and decisions invented

4 · Review and decide together

Partner execution / supplier support / external constraints

Partner gap: unsupported promise. Supplier gap: approved coverage and dependency kit were not clear enough. External questions: actual buyer need and permitted contracting still require checking. Keep the causes separate.

Evidence and decision

Adapt the kit and rehearse before allowing wider commitments. Proceed to a bounded joint customer task only when essential readiness and permissions are supported. Pause if a critical service obligation has no capable owner.

Owner, follow-up and field evidence needed

Commercial and operations leads review the revised work sample on an agreed task-appropriate date. Needed: permissioned real partner work, buyer feedback, service/cost records and separate Arabic/English usability checks. No human practitioner approval or field validation completed.

> Review buyer progress, quality, economics and both organizations' support separately. High activity must not cancel a blocked essential or conceal supplier failures.

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