



Annual Reporting Scorecard

Partner:	Solution:		
Place a score (1-10) in the appropriate box. 1-5 = Below Standard 6-7 = Needs Improvement 8-9 = Meets Expectations 10 = Exceeds Expectation Add up the total at the bottom to get the final score Divide total number by 11 to get final score. Note: Passing score is 8.0	1st Line Manager Score (1-10)	2nd Line Manager Score (1-10)	Field Readiness Score (1-10)
Articulate Value and Differentiation			
Prepares a smooth demo environment & Eloquently narrates demonstration & presentation			
Demonstrates knowledge of relevant Defensible Differentiators	#DIV/0!	#DIV/0!	#DIV/0!
Permissions			
Linking			
Data Input			
Collaboration			
Audit Trail			
Esef			
Shares industry stories and challenges			
Conveys solution value			
Selling Skills			
Engages to solicit client's participation and confirm findings			
Tailors discussion to the value drivers and confirms client's goals			
Meeting Management			
Manages time to allow for a proper intro, closing to the meeting & Respects time offered by the client			
Is prepared and confident			
Total (add up each column to get the "Total" number and divide by 8)	#DIV/0!	#DIV/0!	#DIV/0!
Final Score:	#DIV/0!	#DIV/0!	#DIV/0!
Comments:			