bitwarden

PREPARED FOR MATT CILLIS

Givonn Jones | Strategy proposal

VAULTWORKS / PROPOSED PARTNER PROGRAM

Earn the seller's next deal. Build repeatable revenue.

A modernized Partner OS connecting customer demand, seller readiness, commercial confidence and accountable execution.

More sourced pipeline	Larger paid wins	Higher revenue per partner
Demand partners create	Customer value proven	Adoption and expansion

FOUR REASONS TO LEAD WITH BITWARDEN

01 A product I can stand behind.

PRODUCT TODAY

Open-source password management, zero-knowledge encryption and enterprise controls give sellers a credible customer story. [1]

02 An opportunity worth prioritizing.

PROPOSED

VaultWorks adds clear deal terms, targeted SPIFFs and services plays for implementation, migration and adoption.

03 The support to win with confidence.

PROPOSED

Ready-to-sell kits, trained champions, scoped technical validation and named co-sell owners move live opportunities forward.

04 A business I can keep growing.

PROPOSED + TODAY

Co-branded demand programs, adoption plays and renewal follow-through help partners earn repeat business. MSPs can build on the Provider Portal. [2]

ONE SYSTEM. THREE CONNECTED GROWTH MOTIONS.

BUILD	ACTIVATE	EXPAND
Design the offer, sales plays and operating rules.	Train the trainers. Coach named sellers on live deals.	Repeat proven plays in markets evidence supports.

Put VaultWorks to work on live opportunities now.

I own the partner growth system and channel revenue outcomes.
By Day 90: a working release, a revenue scorecard and a scale, revise or stop decision.

VaultWorks is a proposed program by Givonn Jones. Commercial terms, funding, eligibility and rollout are subject to validation. Product references below describe existing capabilities.

[1] Bitwarden business password management

[2] Bitwarden Provider Portal