ECI AI Programs for Channel Partners

Turn AI Conversations into Closed Deals

A structured approach to help your clients assess, launch, and scale AI while you expand revenue and stay in control of the relationship.

Your clients are asking about AI. The opportunity is real, but most organizations are not ready to move forward without structure, governance, and a clear plan.

That is where deals stall.

ECI helps you turn AI interest into defined opportunities, measurable outcomes, and long-term revenue without adding delivery burden to your team.

Common Challenges include:

- Unclear starting point and lack of prioritization
- Concerns around data security, governance, and compliance
- Limited internal expertise to execute effectively
- Difficulty identifying practical, high-impact use cases
- Lack of alignment between leadership and operational teams

These challenges slow deals down and prevent organizations from realizing real value.

Where Partners Win with ECI:

- Start AI conversations with confidence
- Introduce structured, sellable engagements
- Expand deals beyond products into services and strategy
- Deliver outcomes without taking on delivery risk
- Stay in control of the customer relationship

AI Programs Overview

AI Assessment Program

A structured 5-week engagement that helps your clients understand their AI readiness across governance, data, and security. Identify gaps, reduce risk, and deliver a clear roadmap aligned to business priorities.

Best for: Early-stage AI conversations and paid discovery

AI Readiness Program

A 90-day program designed to launch high-impact AI use cases, enable teams, and deliver measurable productivity gains. Includes governance, training, and KPI tracking to prove value quickly.

Best for: Clients ready to take action and show ROI

Managed AI Adoption Services

Ongoing services that help clients continuously improve AI adoption through training, automation, and strategic guidance. Ensures long-term value, governance, and performance optimization.

Best for: Driving recurring revenue and long-term engagement

AI Assesment Program

Give Your Clients a Clear Starting Point for AI



Many clients are interested in AI but lack a clear path forward. Conversations stall due to uncertainty around governance, data readiness, and where to start.

The AI Assessment Program gives you a structured way to turn early AI interest into a defined opportunity. In a focused five-week engagement, ECI evaluates your client's environment, identifies risks, and delivers a clear, actionable roadmap for adoption.

This creates the foundation for secure, scalable AI while positioning you to expand the opportunity.

Why It Matters

1

Turn AI Interest into Actionable Opportunity
Help your clients move from curiosity to a defined plan by identifying high-value use cases and clear next steps.

2

Reduce Risk Before Deployment
Proactively address governance, data protection, and compliance gaps to avoid issues that can delay or derail AI initiatives.

3

Build Confidence and Momentum
Align leadership and stakeholders around a clear roadmap so your client can move forward with clarity and speed.

What We Deliver

Comprehensive Readiness Scorecard
Evaluate your client's current state across governance, data readiness, and security to identify strengths and gaps.

Actionable Adoption Roadmap
Deliver a prioritized plan with clear next steps, quick wins, and long-term opportunities aligned to business goals.

Role-Based Enablement Guidance
Provide recommendations for how IT, business leaders, and end users can effectively adopt and use AI.

Executive Alignment and Communication
Equip leadership with the insights and messaging needed to drive alignment and support decision-making.

What's Included

A structured five-week engagement designed to move quickly from assessment to action:

Week 1: Data Governance Workshop
Week 2: Data Preparation Workshop
Week 3: Data Protection Workshop
Week 4: Readiness Report and Adoption Roadmap
Week 5: Executive Presentation and Recommendations

The engagement concludes with a readiness report and executive presentation that clearly outlines risks, opportunities, and next steps, giving you and your client a shared path forward.

How to Position

Use the AI Assessment Program when:

- Your client is asking about AI but unsure where to begin
- There are concerns around security, governance, or compliance
- You need a clear entry point into a larger opportunity
- You want to move the conversation from interest to a defined plan

Get Started!

Ready to move your client from AI interest to real business impact?
Start with an AI Assessment to deliver a clear, executive-ready plan that drives secure adoption and measurable results.

AI Readiness Program

90 Days to Measurable, Secure AI Adoption for Your Clients



Many clients struggle to move beyond AI pilots due to unclear ownership, governance gaps, and lack of structured execution.

The AI Readiness Program gives you a clear way to move your client from planning to measurable results. In a structured 90-day engagement, ECI helps deploy high-impact use cases, enable teams, and establish the governance needed to scale AI with confidence.

This creates immediate value for your client while positioning you to expand the opportunity.

Why It Matters

1. **Deliver Measurable Results in 90 Days**
   Help your clients reduce manual effort and improve productivity by launching priority AI use cases that deliver immediate impact.
2. **Establish Governance from Day One**
   Implement policies, controls, and data protection measures early to ensure AI adoption is secure and compliant.
3. **Build Momentum Across the Organization**
   Align leadership and teams with a clear plan, structured communication, and measurable outcomes that drive continued adoption.

What We Deliver

90-Day Adoption Roadmap
A structured plan with milestones, ownership, and success metrics to guide execution.

Governance and Security Guidance
Policies and controls that support secure and compliant AI usage.

Use Case Deployment and Activation
Launch high-impact AI scenarios that deliver quick wins and measurable results.

Enablement and Training Program
Role-based training and change management to drive adoption across teams.

Performance Tracking and Stakeholder Alignment
Provide clear insight into adoption and ROI while keeping leadership aligned and engaged through ongoing updates.

What's Included

- Scenario discovery and prioritization
- Governance and security implementation
  Technical readiness validation and remediation
- Training and change management
- Pilot deployment and proof of value
- KPI tracking and executive reporting
- Ongoing guidance and next-step planning

How to Position

Use the AI Readiness Program when:

- Your client is ready to move beyond planning
- There is pressure to demonstrate ROI quickly
  You want to expand the opportunity into delivery
- The client needs structure and accountability to execute

Move the opportunity forward

Bring ECI into your next AI conversation to help your client launch use cases, prove value, and build a foundation for long-term adoption.

Managed AI Adoption Services

Help Your Clients Scale AI with Ongoing Value, Governance, and Growth

AI adoption does not stop after initial deployment. Many clients struggle to sustain momentum, expand use cases, and maintain governance over time.

Managed AI Adoption Services give you a way to stay engaged in the account while driving continuous value. ECI works alongside you to help your clients optimize their AI environment, enable teams, and expand adoption through ongoing strategy, automation, and support.

This creates long-term impact for your client and recurring revenue opportunities for you.



Why It Matters

1. **Drive Sustained Productivity Gains**
   Help your clients continuously unlock new efficiencies as additional use cases, automations, and workflows are introduced over time.
2. **Maintain Security and Compliance**
   Ensure AI usage remains secure and aligned with evolving policies and regulatory requirements through ongoing oversight and optimization.
3. **Keep Leadership Aligned and Momentum Strong**
   Provide consistent visibility, strategic direction, and measurable outcomes so adoption continues to grow across the organization.

What We Deliver

Technical Enablement and Optimization
Continuously optimize the environment to support new AI capabilities, integrations, and automation opportunities.

Leadership and Strategic Coaching
Provide monthly guidance to align priorities, refine the roadmap, and identify high-value opportunities for expansion.

End-User Enablement and Training
Deliver ongoing, role-based training and support to drive adoption and improve user confidence.

Automation and AI Development
Design and enhance workflows and AI-driven processes that reduce manual effort and increase efficiency.

Communications and Change Management
Support champions, strengthen engagement, and ensure adoption continues to grow across teams.

What's Included

- Ongoing governance and security reinforcement
- Monthly executive updates and strategic coaching
- Adoption analytics and performance reporting
- Continuous training and enablement programs
- Automation and AI development support
- Champion engagement and community development

How to Position

Use Managed AI Adoption Services when:

- Your client has deployed AI and needs to scale
- There is a need for ongoing optimization and support
- You want to create recurring revenue within the account
- The client is looking for a long-term AI strategy partner

Start the next phase of the opportunity

Bring ECI into your account to help your client scale AI adoption, expand use cases, and drive long-term value.