



CONSULTANT PARTNER CAPABILITIES

Platform-enabled transformation. Delivered together.

How Batoi supports Consultant Partners in moving from strategy and advisory to governed implementation, assurance, and ongoing operation.

One connected delivery model

Consultant Partners lead with client context and transformation expertise. Batoi provides the governed platform, engineering, security, and assurance foundations.

PARTNER-LED

Sector insight, client relationships, transformation, adoption, and services.

PLATFORM-ENABLED

Products, architecture, applications, integration, and technical delivery.

GOVERNED

Policy, security, human accountability, traceability, evidence, and assurance.

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A CONNECTED DELIVERY MODEL

How we work together

Clear responsibilities keep expertise close to the client while giving every engagement a governed technology and assurance foundation.

Consultant Partner	Batoi	Joint
- Client relationships, sector discovery, and context. - Strategy, business case, and operating model. - Change, adoption, regional delivery, and services.	- Product, platform, and architecture expertise. - Applications, APIs, workflows, and integration. - Governance, security, assurance, and escalation.	- Qualify outcomes, roles, and delivery fit. - Blueprint, demonstrate, pilot, and estimate. - Set acceptance, governance, and success measures.

Where Batoi fits in consultant-led projects

Strategy to System Operationalize recommendations as workflows, dashboards, controls, and evidence.	Application Modernization Build applications, APIs, portals, dashboards, integrations, and automation.
AI and Data Governance Control data, tools, approvals, models, traceability, and accountable AI use.	Risk and Assurance Connect policies, assessments, evidence, findings, remediation, and readiness.
Security and DevSecOps Integrate SBOM, supply-chain review, security findings, gates, and attestations.	Connected Operations Connect customers, projects, invoices, payments, publishing, and service delivery.
Knowledge and Adoption Institutionalize knowledge and deliver learning, labs, readiness, and enablement.	Cloud and Operations Support architecture, migration, deployment, resilience, monitoring, and improvement.

REUSABLE ENGAGEMENT PATTERNS

Consultant-led solution blueprints

Each pattern combines the Consultant Partner's advisory and sector capability with Batoi's governed technology, implementation, and assurance foundations.

AI-Enabled Professional Services

Partner: productization, operating model, organization, and adoption.

Batoi: governed applications, data, AI workflows, knowledge, security, and deployment.

Advisory and Assessment Platform

Partner: methodology, diagnostics, interpretation, and recommendations.

Batoi: multi-client workspaces, evidence, scoring, dashboards, roadmaps, and reporting.

AI Governance and Assurance

Partner: context, policy design, risk interpretation, and adoption.

Batoi: AI inventory, controls, approvals, model accountability, evidence, and readiness.

Succession and Enterprise Value

Partner: succession strategy, leadership, valuation drivers, and buyer readiness.

Batoi: assessments, scenarios, evidence rooms, dashboards, knowledge, and records.

Knowledge and Professional Readiness

Partner: curriculum, sector practice, facilitation, and coaching.

Batoi: repositories, playbooks, learning paths, cohorts, labs, and readiness views.

Connected Operations Modernization

Partner: process discovery, target model, migration, training, and local support.

Batoi: Flex, integrations, controlled extensions, enablement, and lifecycle support.

How Batoi supports the Partner

PRE-SALES

Fit, demonstrations, technical participation, risk input, pilot framing, estimates.

DELIVERY

Architecture, configuration, engineering, integration, migration, testing, releases.

ASSURANCE

Controls, policy, evidence, security findings, AI accountability, readiness.

LIFECYCLE

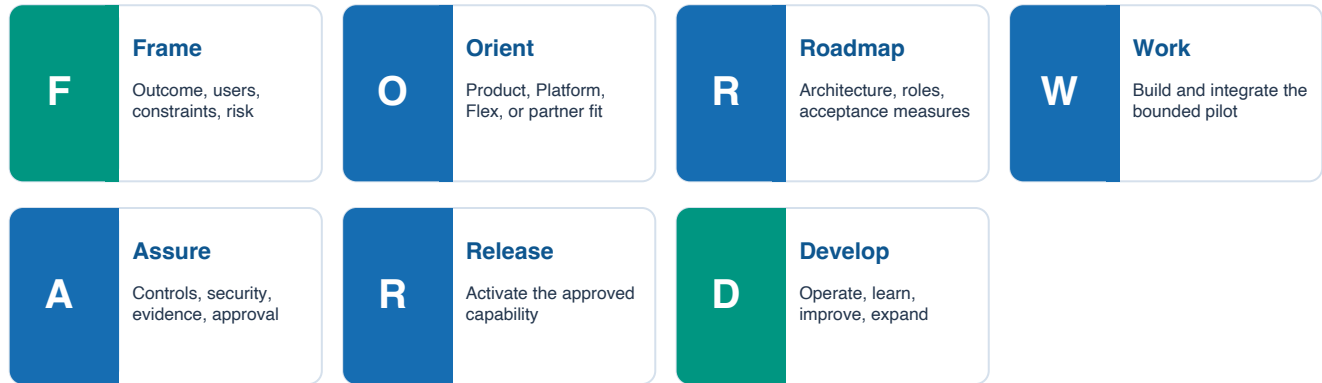
Enablement, documentation, sandbox, escalation, operations, improvement.

ENGAGEMENT PATH

The FORWARD path

Focus, prove value, expand responsibly.

FORWARD keeps outcomes, responsibilities, decision rights, safeguards, and evidence explicit from framing through operation.



Delivery and commercial clarity

- Client ownership, delivery leadership, decision rights, customer access, and escalation are agreed.
- Partner-owned services and Batoi products remain commercially and operationally distinct.
- Licensing, implementation, third-party services, cloud usage, and managed support are scoped separately.
- Customer data, security, regulatory, deployment, and support responsibilities are confirmed.
- Compliance tooling supports readiness; formal regulated opinions remain with authorized parties.

Partner levels and capability domains

LEVELS

Registered • Certified • Strategic

DELIVERY

Platform Consulting • Application Development • Industry Solutions

GOVERNANCE

GRC • Security and Assessment • Integration and Automation

ENABLEMENT

Training and Enablement • Managed Operations

Start with one client outcome.

Use FORWARD to qualify the opportunity, define responsibilities, prepare a roadmap, prove value through bounded work, and release only after assurance.

EXPLORE

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