

Partner Opportunity Scorecard

Quickly assess whether an account is a strong candidate for Intelligent Detection.

How to use this scorecard

Score each item: 0 = not present, 1 = some evidence, 2 = strong evidence. Strong opportunities combine existing infrastructure, a measurable customer problem, and stakeholder alignment.

Category	Qualification Signal	Score 0 / 1 / 2
Infrastructure Readiness	Existing camera deployment or VMS footprint	0 1 2
	Multiple facilities or large site	0 1 2
	OT, IoT, sensor, or access-control infrastructure	0 1 2
	Current video is underused or mostly reactive	0 1 2
Safety & Risk Drivers	Recent incident, near miss, or leadership safety initiative	0 1 2
	Forklift, pedestrian, PPE, restricted-zone, or blocked-exit concerns	0 1 2
	OSHA, compliance, audit, or insurance pressure	0 1 2
	Workers' compensation, claims, or investigation burden	0 1 2
Operational Drivers	Labor shortages, bottlenecks, congestion, or downtime	0 1 2
	Quality, rework, manual checks, or process inconsistency	0 1 2
	Expansion, modernization, or new site initiative	0 1 2
	Need for earlier visibility or faster escalation	0 1 2
Stakeholder Alignment	Business buyer engaged: Safety, Ops, Risk, Plant, or EHS	0 1 2
	Technical stakeholder engaged: IT, OT, VMS, or Facilities	0 1 2
	Champion identified who feels the pain	0 1 2
	Executive sponsor or leadership visibility exists	0 1 2
POC Readiness	Clear use case identified	0 1 2
	Baseline or success metric can be defined	0 1 2
	Site/location available for evaluation	0 1 2
	Customer is open to a focused pilot	0 1 2

Total Score	Interpretation	Recommended Action
0-12	Not ready	Continue education and nurture. Look for a clearer trigger, champion, or business problem.
13-24	Potential opportunity	Run deeper discovery. Clarify stakeholders, pain, current-state cost, and POC criteria.
25-40	Strong candidate	Engage Rainscales, build the ROI case, and plan a focused proof of concept.

Scout Tip: The best opportunities combine existing infrastructure, a measurable business challenge, and a stakeholder who is motivated to solve it.