MIP Program

A Guided Path to Becoming a Managed Intelligence Provider

The Pax8 MIP Program gives your team role-based learning paths to deliver Managed Intelligence as an ongoing service. Through an AI maturity assessment and enablement for strategy, sales and technical teams, you gain a clear operating model to identify opportunities and deploy agentic solutions that drive real, measurable outcomes. The result is a repeatable framework that gives your team a confident starting point to deliver Managed Intelligence at scale.

Why Now?

Repeatable Path to Delivery

You need to turn SMB AI demand into scalable, profitable services, without getting stuck in one-off projects. The MIP Program provides a structured path with six core delivery plays: **Discover, Sell, Buy, Build, Implement and Manage**, so you can meet AI demand with clarity and consistency.

Role-Based Readiness

Evolving your AI practice means your whole team evolves with it. The MIP Program enables everyone, from strategy to sales to technical, to build the skills to contribute to Managed Intelligence delivery through role-based learning.

Ecosystem Advantage

A successful Managed Intelligence practice takes the right knowledge and the right tools. The MIP Program gives you both, connecting your readiness to real-world delivery through curated solutions like the Pax8 Agent Store and Managed Intelligence Services, so you can put capabilities to work beyond your own team.

MIP Playbook. The Six Plays.

The MIP Program is grounded in the Managed Intelligence Provider Playbook, which defines six core plays partners must master over time:

1. **Discover**: Identify business problems and AI opportunities
2. **Sell**: Position and articulate AI value
3. **Buy**: Source AI solutions from vendors and marketplaces
4. **Build**: Design or configure AI solutions
5. **Implement**: Deploy AI solutions into customer environments
6. **Manage**: Operate, optimize and govern AI over time

Two Models. One Direction.

The MIP Program fosters learning for two delivery models, Broker and Builder.

- **Brokers** focus on packaging and selling agentic solutions.
- **Builders** focus on designing and deploying them.

Whether you leverage capabilities from one or both models, the goal is the same: build a more repeatable Managed Intelligence practice.

How It Works

Register and Assess

- Enroll your company in the MIP Program through the **Pax8 Agent Store**.
- Select individual or team participation.
- Complete the assessment to establish your AI maturity and personalized path forward.
- Share the registration link with your team.

Start Your Learning Journey

Access role-based learning designed for strategy, sales and technical roles. The full MIP program can be completed in approximately 6-8 hours, with each play taking about 1-1.5 hours to finish.

Unlock MIP Ecosystem Opportunities

Complete MIP Program plays to unlock **Managed Intelligence Services**.

Unlock Managed Intelligence Services

The MIP Program goes beyond learning. As you progress, you unlock ready-to-sell Managed Intelligence Services. With Managed Intelligence Services (MIS), Pax8 Professional Services delivers AI to your clients alongside you, so you can serve them today and build your AI practice through every engagement.

More details about Managed Intelligence Services can be found here.

This Is Your Move

The next evolution of Managed Intelligence starts with you.

Join the MIP Program