

Model N



Increase ease of doing business with partners

Boost design wins

Eliminate credit overpayments to the channels

Improve revenue recognition accuracy

Channel Management

Improve the Effectiveness of Your Channel

High-Tech manufacturers, Semiconductor and Electronic Components manufacturers rely on complex channel relationships to achieve sales objectives. However, lack of visibility into channel sales activity can lead to internal bid wars that erode margin and impede the ability to assess wins and losses. Additionally, design registrations, contract terms, debits, and point-of-sale (POS) data that cannot be tied to specific end-customer transactions can result in overpayment of channel incentives and present obstacles to compliance with revenue recognition policies.

Model N Channel Management

Model N Channel Management improves visibility into channel sales activity, enabling companies to more easily assess demand and business success with end customers and to protect transactional margin by eliminating internal bid wars and enforcing contract terms. By automatically reconciling point-of-sale data to debits, Channel Management reduces over-payment of channel incentives and facilitates compliance with revenue recognition policies. And, Channel Management increases the ease of doing business with partners by streamlining commission calculations and validating inventory levels.

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Channel Management at a Glance



Register Design Activities

Allow channels partners to register design activities and demand creation activities. Provide visibility to company and sales team for partner demand generation activity and integrate with Model N Deal Management to deliver more accurate pricing and quoting.



Process POS Submissions

Automatically process POS data submissions via EDI or manual feeds and provide data to support inventory and debit processing capabilities.



Track Channel Inventory

Track distributor reported inventory. Provide system-calculated inventory using POS and direct sales data. Reconcile discrepancy between reported and calculated inventory and apply in-line adjustments.



Reconcile Debits

Reconcile debits against the POS data to ensure appropriate payment based on sell through to the agreed-upon end customers and established resale prices. Validate POS against inventory levels and calculate true cost of inventory.

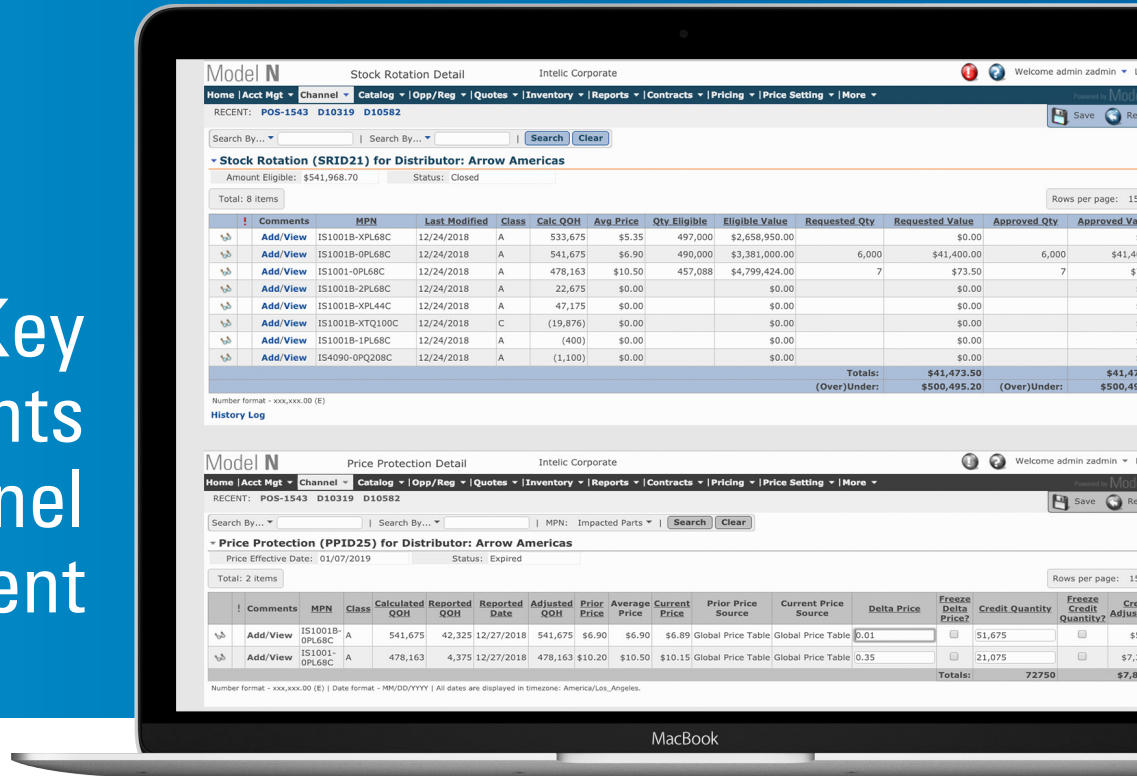


Execute Price Protection

Analyze potential impact to the bottom line due to Distributor Book Cost changes. Properly adjust transactions and create credit request to channel partners based on Distributor Book Cost changes.

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Key Components of Channel Management



- Design Registration:** Enables channel partners to register designs and demand creation activities. Manufacturers can quickly and easily approve and track design opportunities, providing a real-time, comprehensive view of registered opportunities, wins, losses, and pending deals.
- Ship and Debit Processing:** Reduces sales transaction costs by automating debit authorization and response based on pre-established business rules and providing tracking of debit data.
- POS and Claim Processing:** Automatically validates channel sales data against authorized debits. Claims are also validated against inventory levels which provide the ability to assess the true cost of POS. This results in accurate revenue recognition and it minimizes margin erosion caused by claim overpayments.
- Market Price Programs:** Ensures that quote responses accurately reflect promotional pricing for designated products by industry, region, volume tiers or other criteria.
- Price Protection:** Enables companies to accurately determine which distributors and inventories are eligible for credits when revising published pricing and calculate the impact of price changes on channel inventory and backlog.
- Channel Inventory:** Enables companies to capture periodic snapshots of inventory levels, which provide an accurate view into key aspects of inventory such as deferred revenue, eligibility for debits, available quantity and inventory value. Inventory reconciliation process provides system-calculated inventory using POS and direct sales data and enables users to apply in-line adjustments to resolve discrepancies. This allows companies to understand discrepancies between reported and calculated inventory levels with roll-forward reporting.
- Stock Rotation:** Automates the governance of stock rotation periodicity, eliminates discrepancies between approved rotational levels and return material authorization (RMA) requests, and validates that correct inventory levels are being maintained.

About Model N

Model N is a leader in Revenue Management Cloud solutions for life science, technology and manufacturing companies. Driving mission critical business processes such as configure, price and quote (CPQ), rebates and regulatory compliance, Model N Cloud solutions transform the revenue lifecycle from a series of disjointed operations into a strategic end-to-end process. With deep industry expertise, Model N supports the unique business needs of the worlds leading brands in life science, technology and manufacturing across more than 100 countries. www.modeln.com