

Model N for Salesforce

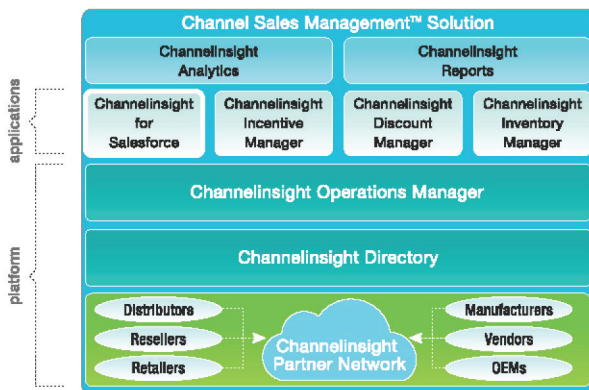
Are you making important decisions about how to manage your sales channel based on intuition and guesswork? Do you know where to focus your efforts to grow your channel? With Model N for Salesforce you can analyze and track your channel sales, and identify and cultivate new partners and end-customers.

The Model N solution offers you options on how to better access, analyze and track your channel sales performance. You can view informative dashboards, drill-down reports and use our self-service application workbench through Model N for Salesforce.

Model N for Salesforce gives visibility into your sales performance by partner, end-user, product family or line, SKU, or territory against your specific targets. You can act on this information to identify top performers across all of these variables. You can also address under-performing partners, products and territories. You can further segment your data by vertical market or classify by the role played in the distribution chain (i.e. distributor, VAR, OEM, ODM, end-user). In addition, our unique, automatic Opportunity tracking feature provides the ability to correlate an opportunity with a transaction shipping, thus automatically closing the sales loop.

Why Model N for Salesforce?

Now salesforce.com users can have seamless access to the standardized and enhanced channel POS and inventory data provided by the Model N solution, using your familiar Salesforce reports and tools. With this functionality you can see data from your Direct or Indirect Sales channels, linked back to your accounts and opportunities.



This allows you to close the loop from lead generation and opportunity creation to actual sales results, including distributor, reseller and end-user data. Just look for “Model N” on the Salesforce AppExchange.



Key Benefits

- Analyze high/low performing regions, products, partners and end-customers
- Find and grow new partners and end-customers
- Track channel sales to named accounts
- Close the sales loop

Key Features

- Compare sales results against targets
- Automatically identify unmanaged accounts and resellers
- Visibility into sales performance and commissions
- Track shipments against opportunities in your CRM/PRM system

We track every partner, every end-customer in every transaction, enabling you to identify and cultivate your new partners and grow your new end-customers.

Our solutions deliver the tools to put actionable insight to work for you; identify what you are selling, to whom, where, at what price, accurately and in real time, whether you choose to implement Model N for Salesforce standalone or with Salesforce.

Make Channel Data Management Easy

You’ve figured out how to maximize your customer reach by leveraging the channel. But while this gives you more feet-on-the-street, it can be a headache to manage because you have to wade through partner data that isn’t timely, standardized or enhanced.

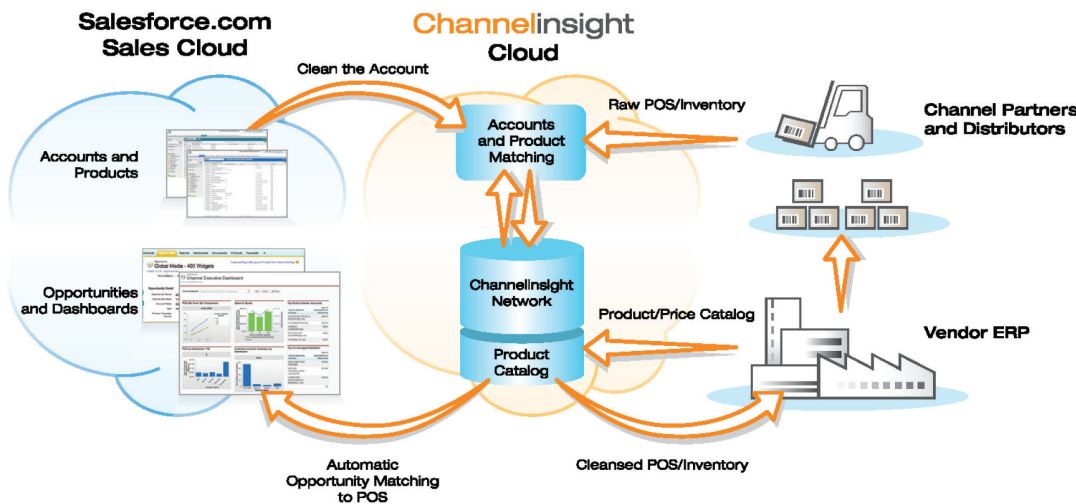
Current alternative solutions to channel data management frequently include highly-customized, internal solutions that are heavily dependent on manual efforts, complex spreadsheets and custom tools, all of which can create integrations nightmares.

Model N’s channel data management solutions make it easy to obtain actionable and accurate POS, APOS, inventory and SISO data from all your channel partners. You can manage your own channel data with our toolset, or we can manage it for you.

All of Model N’s features and functionality were designed using channel data management best practices, which were developed with thoughtful, collaborative input from dozens of the world’s leading channel-driven manufacturers like you.

*Model N
Customer
Benefits*

- 10% - 12% Increase in Sales
- \$3 - \$1 ROI on Marketing Programs
- 6 - 1 Resource Reduction



Model N for Salesforce is a fully integrated application that allows you to see your channel sales data in your own Salesforce application.

Model N is the leader in Revenue Management solutions. Driving mission critical business processes such as configure, price and quote (CPQ), contract and rebate management, business intelligence, and regulatory compliance, Model N 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 complex business needs of the world’s leading brands in life sciences, technology and manufacturing across more than 100 countries, including Johnson & Johnson, AstraZeneca, Boston Scientific, Novartis, Atmel and Fairchild. For more information, visit www.modeln.com. Model N® is the registered trademark of Model N, Inc. Any other company names mentioned are the property of their respective owners and are mentioned for identification purposes only.

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