

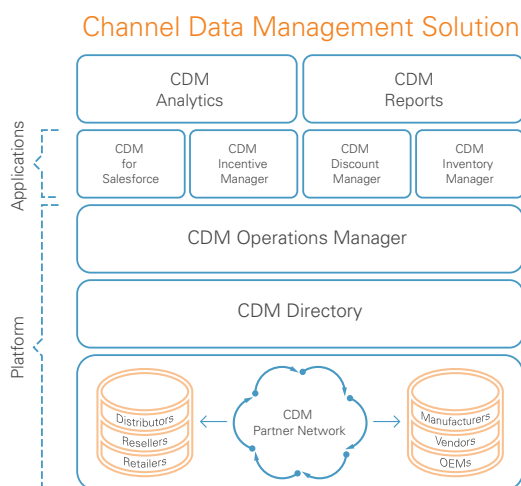


Do you know which of your rebate and MDF programs have the highest ROI? Do you have the data you need to execute performance-based volume incentive programs that drive growth year over year?

# Channel Data Management (CDM) Incentive Manager

You can maximize your return on your rebate, MDF and incentive programs with CDM Incentive Manager. Incentive Manager provides real-time, actionable data about the cost and effectiveness of your channel incentive programs. Our easy-to-read dashboard, and drill-down reports give you all of the information you need to analyze program and partner performance, measure ROI on incentive spend and track sales by program. With CDM Incentive Manager you can create rules to automatically calculate accurate and timely payments to your partners. Your partners and channel managers can create custom statements and dashboards for near real-time visibility into their own performance and identify opportunities for improvement.

With CDM Incentive Manager you can model new programs using historical POS data to accurately determine your potential for success. You can see an immediate benefit by tracking your program performance in near real-time and automatically calculate complex incentive program payouts based on actual sales data. You can then determine how well the program is working and make modifications as needed. Your partners can confidently focus on the benefits of the programs you offer, secure in the knowledge that they will be paid accurately and on-time.



## Why CDM Incentive Manager?

CDM Incentive Manager is a module available within the Model N CDM application suite that provides informative dashboards, drill-down reports and self-service application workbench to improve the return on your channel incentive programs. CDM Incentive Manager leverages the timely, accurate and complete data from the Model N CDM platform, which collects and cleans POS data from your channel partners.

CDM Incentive Manager allows you to get the most out of your channel partner incentive programs. Imagine being able to model a program using historic POS data to estimate program



costs and return, track program and partner performance in near real-time and automatically calculate program payouts based on actual sales data. Inspire partner loyalty by empowering your partners to focus on the benefits of the programs you offer by being able to pay for performance accurately and on-time.

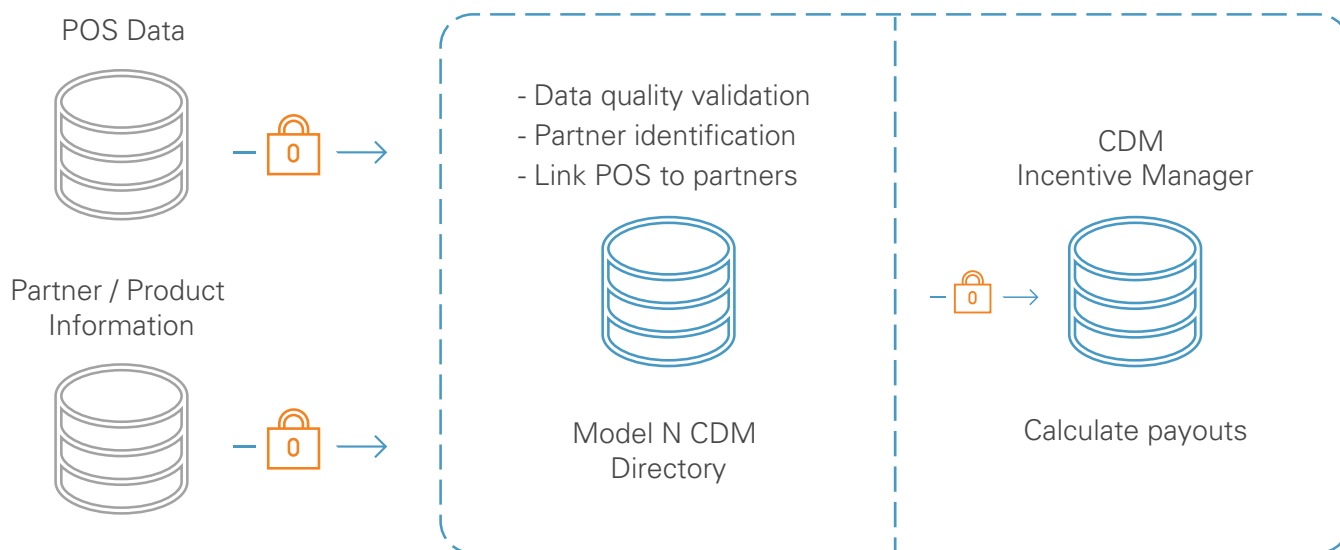
CDM Incentive Manager takes the guesswork out of partner incentive programs. Incentive Manager can assist you throughout the entire program life cycle. Starting with modeling based on historic POS data, followed by real-time monitoring that allows you to fine tune and meet program goals, and finishing with the ability to pay your partners accurately and quickly based on actual performance. CDM Incentive Manager makes it easy for you and your partners to do business.

### The CDM Incentive Manager Competitive Advantage

The Model N Channel Data Management solution is the only complete channel data

management solution in the cloud. You can reap the benefits of real-time, actionable, crowd-sourced data in a scalable solution without having to worry about expensive upfront hardware costs, licensing fees, or demands on your already stretched internal resources. Deployment is fast and easy and you see an overall reduced total cost of ownership (TOC). Our solution was designed in accordance with channel management Best Practices and yields financial-grade data quality.

CDM Incentive Manager provides you with the ability to access, analyze and act on channel POS data to customize and increase the effectiveness of your incentive programs. Our unique technology allows you to design custom programs by partner, simulate program scenarios using historic data, and perhaps most important, view and adjust program parameters in near real time. With Incentive Manager you also have the ability to calculate payouts based on Net Price instead of Catalog or List Price.



The CDM Incentive Manager securely delivers processed POS data to your organization via export files or reports.



Current alternatives to our solution frequently include highly customized home-grown solutions, which are heavily dependent on manual efforts, complex spreadsheets, custom tools, and create integration nightmares. These solutions all too often fail to provide clean, accurate actionable data. Additionally tools and reporting are woefully inadequate affording no customer insight into real-time performance.

Our unique functionality empowers you to design custom programs by partner, business model and product line using historic POS data; view and adjust program parameters based on real-time performance, and pay your partners accurately and on-time. Our simplified program administration drives improved partner satisfaction, which ensures a high level of attention to your incentive program.

Key Benefits	Key Features
<ul style="list-style-type: none"> <li>● Taylor programs to drive strategic product</li> <li>● Align programs to partner business model and value</li> <li>● Improve program effectiveness by modifying base on near real-time results</li> <li>● Pay incentives on performance improvement</li> <li>● Accurately forecast expected program results and costs</li> <li>● Deploy effective programs that meet your channel goals</li> <li>● Automated incentives payment improves partner working capital and loyalty</li> <li>● Simplified program administration drives improved partner engagement and satisfaction</li> </ul>	<ul style="list-style-type: none"> <li>● Design performance-based incentive programs</li> <li>● Design custom program by partner tier, business model, and product line</li> <li>● View and adjust program parameters in real-time</li> <li>● Automated reconciliation of sales against performance-based program targets</li> <li>● Automated process with rapid issue resolution</li> <li>● Full visibility into program payout calculation details</li> </ul>