

Model **N**

5 REASONS

to Replace Your Channel Data Management Vendor

[MODELN.COM](https://modeln.com)



Model N

% 70+

If your company's channel sales represent **70% or more of revenue**, you have likely become reliant on a channel data management solution.

If so, do your channel data management and partner activities run smoothly? Are you receiving timely partner sales data with the level of quality you expect? Or do delays and consistent incomplete data cost your business valuable insight and revenue?

If you wait weeks or months for your existing vendor to provide partner data, you may be missing key market insights, delayed financial reporting exposing you to compliance risk and not managing your business in real-time. Also, delayed channel data makes it nearly impossible to accurately forecast and manage inventory.

Organizations that have switched from their previous CDM vendor to Model N's CDM solution have realized significant value including:

INCREASED CHANNEL REVENUE BY 3-6%

due to improved visibility into market trends from more accurate and timely data

IMPROVED SALES REP PRODUCTIVITY BY 7-10%

allowing them to focus on selling vs. chasing channel sales and inventory related issues

REDUCED REBATE OVERPAYMENTS BY 2-3%

with more accurate and complete channel data allowing them to match claims data and quickly validate payments

ELIMINATED UP TO 12% OF SALES COMMISSION DISPUTES

improving channel experience and productivity

Let's discuss **5 reasons to replace your channel data management vendor** and get on the path to a modern way to manage channel sales data.

REASON
1

You Need a 100% SaaS Solution

Channel data management solutions that use a combination of Excel, partial cloud technology and human intervention will continue to create headaches for you. A solution like Model N's that automates the end to end process of collection and data transformation creates a reliable system of record for you to make strategic go to market decisions.

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REASON
2

Your Channel Data Needs to be Accurate, Granular and Consistent

If your vendor needs to manually intervene to match and enrich data, you are continually exposed to inaccurate data and inconsistency in how the data is normalized and enriched.

By switching to Model N customers have reported improved data consistency and accuracy by 20%-25%.

REASON
3

You Need Flexible Channel Data Processes

If you are stuck with a vendor that has a one-size fits all approach to managing your data, the problems that you have with data granularity will continue. Are you able to price match transactions to your regional price books, match and enrich addresses to partial addresses, and reconcile Sale-in Sales-out (SISO) data?

With Model N's CDM solution provides exceptional data quality with patented algorithms and configured business rules. Additionally, Model N provides the most granular sales data in the market and can reconcile SISO data out of the box.

REASON
4

Your Partners Need Management and Enablement

Many CDM vendors take a passive approach to managing your partner network. This can lead to delays, non-reporting, and lack of standardization across your partners. This leads to additional challenges when it comes to partner reporting because you end up with a fragmented view. Partner on-boarding is also delayed with this passive approach causing delays in data reporting. Many vendors are unable to provide a closed loop data submission process for partners where partners can correct and resubmit data causing further errors and delays.

With Model N's Active Partner Management, you are assured that partners will be onboarded, enabled, and self-sufficient when you need them.

REASON
5

You Need Intelligent Channel Analytics

If you're still exporting your channel data to third party Business Intelligence tools with your existing channel data management solution, what revenue trends and partners performance data are you missing? Do you have insight and intelligence into partner revenue contribution by geography, product line, products and more? How well are you competing in each market? Or do you spend time building custom reports and analysis that take time, resources and require other solutions? If your existing CDM vendor lacks modern analytics that utilize AI/ML and doesn't provide out-of-the box dashboards and reports that sales, finance and executives require, you need a change. Model N's Channel Intelligence dashboards and reports give you real-time access to the strategic data supporting better business decisions about your channel.

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Customers who have replaced their CDM vendor with Model N's CDM solution:

      

IF YOU ARE EXPERIENCING ANY OF THESE FIVE ISSUES CONSIDER REPLACING YOUR CURRENT CDM VENDOR.

Model N's modern Channel Data Management (CDM) solution automatically collects POS, Inventory, Claims and Sales-In/Out data from your global partners to give you faster access to channel sales data. As often as your business requires; hourly, daily or weekly, Model N delivers high-quality channel data while managing your global partners - to give you a real-time, intelligent view into all your channel activities.

70%

Companies using
Model N CDM reduce
operational costs
as much as 70%.

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To learn how Cambium Networks, Seagate and many other companies have modernized their channel data management approach, listen and read modeln.com/products/channel-data-management/