

The channel conundrum

Crucial to business. Complex to manage.

93%

of high tech companies **struggle with financial control within the channel.**

95%

of high tech companies **struggle to get accurate data from channel partners.**

94%

of high tech executives **report issues with their incentive programs, including channel engagement.**

Better, more efficient revenue management delivers business results.



Improve financial controls and compliance



Reduce customer friction



Manage and optimize channel relationships

Discover why revenue management is business critical for high tech.

Download the 2021 State of Revenue Report today at www.ModelN.com/StateOfRevenue2021