Channel Network

Channel Network is a key component of Model N's Channel Data Management and designed to improve partner experience and data in a modern portal.

Solution Benefits

- Self-service portal enabling channel partners and data reporting
- Visibility into partner data status and performance
- Supports efficient and accurate partner data submissions
- Improves and speeds data accuracy for better revenue reporting
- Allows configurable partner feedback loop for data corrections, rather than using email

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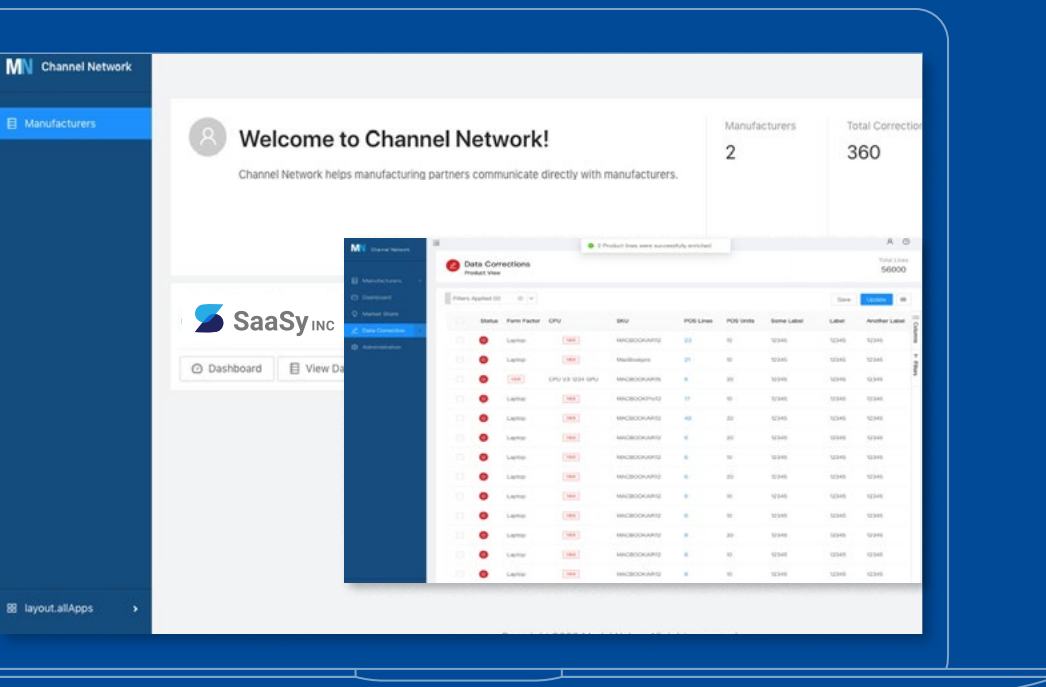## Model N

Key Channel Network Capabilities

Secure, easy-to-use portal for global channel partner data

Manage and improve channel partner reporting

Provide self-service capabilities to channel partners

Reduce your team's interaction and workload with partner reporting

58% of decision-makers admit accuracy of their indirect data falls below the level they need

For many high-tech companies, indirect channels provide 70% or more revenue. Channel sales data derived from indirect growth has become the foundation in determining channel revenue growth, accurate rebate payments, inventory control and the success of incentives and marketing programs.

This growth in global indirect sales and incentives, has caused companies to overextend resources managing partners and many are ill-equipped to address the volume of partner activities, needs and data.

In the recent Forrester research, "Fifty-eight percent of decision-makers admit that the accuracy of their indirect data falls below the level they need to support sales and profitability decisions." For high tech companies, the gaps in partner management and data impact numerous areas.

"As high-tech companies look to grow their revenue and operational efficiencies, so too grows their reliance on partners and resellers. The sales data associated with these transactions can be a rich source of insight for optimizing inventory, reducing overpayments/fraud, empowering high-performing partners, and surfacing high-value opportunities.[1]"

Product Summary

Channel Network is a key part of the Channel Data Management (CDM) solution. While CDM automates and manages channel sales data, Channel Network provides a self-service portal enabling channel partners to submit more efficient and accurate data and provide companies with faster access to more timely and consistent channel sales information.

Channel Network provides partners with an easy-to-use, self-service experience to review their channel performance. Partners may view and correct critical missing or incorrect information detected and communicated by CDM automatically.

Channel Network enables high tech companies to:

- **Save time and resources** allowing partners to correct their own data

- **Provide an easy-to-use interface** that is integrated with partner submitted data

- **Unified portal experience –** purpose built with channel data in mind