Is there room for improvement in your channel operations?

Use this assessment tool to determine if your company could benefit from an end-to-end channel management platform.

Answer each question with your level of agreement.

Use 1 for strongly disagree and 5 for strongly agree.

Our sales, channel, and incentive data is siloed in multiple systems, preventing us from having real-time visibility.	
We struggle to accurately identify our most and least valuable partners.	
Partner onboarding is inefficient, which impacts overall engagement and satisfaction.	
Pricing and quoting are friction points in our channel relationships.	
The quality of the data we get from our channels requires work before it can be used.	
We are unable to accurately forecast and understand product trends and demands in the channel.	
We struggle matching rebate claims data to actual sales data.	
Our finance team cannot guarantee that incentive payments and sales commissions will be paid on-time and accurately.	
We want to improve channel relationships by empowering partners with self-serve capabilities.	
Processing partner payments is a tedious and manual exercise, which increases time to payment and the possibility of errors.	
TOTAL	

Deciphering what your total means

If your total is more than 29, you need an end-to-end channel management platform. **Schedule** an introductory call and discovery session into the areas that offer the biggest opportunity to improve your profitability and channel relationships.

If your total falls between 12 and 29, there's room for improvement in your channel management processes. **Learn how** your company compares to high-tech channel leaders in a 15-minute introduction call.

If your total is less than 12, you may not be ready for an end-to-end channel management platform right now, but priorities change. Take time to learn more about the benefits of breaking down silos, automating channel activities, and improving channel data management at **modeln.com**.

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