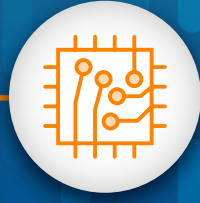


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High-tech channels – necessary but an ongoing challenge



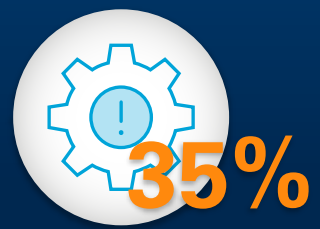
99% of high-tech executives are concerned that incentive management causes problems for their teams.



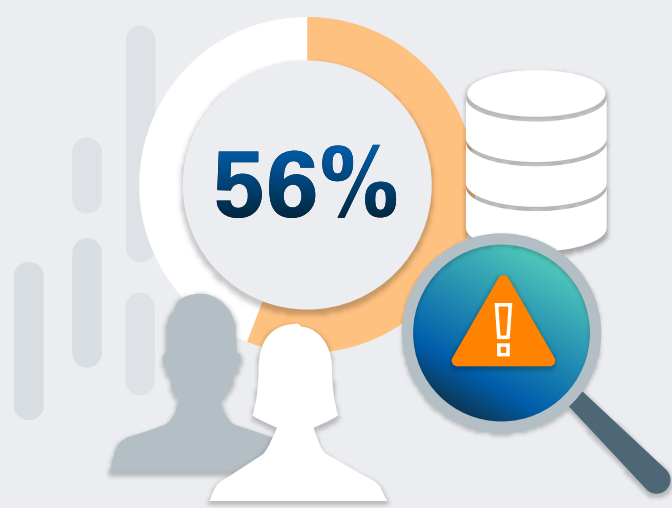
Impacts on recurring revenue



Earn-out and pay-out validation and audits



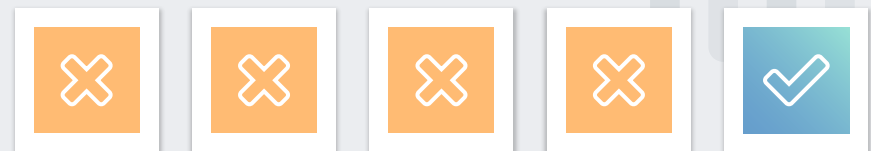
Channel engagement with programs



And more than half (56%) **struggle to get accurate data from channel partners** – which can impact decision-making, incentive program design, and ROI evaluation.

All this means **financial control and compliance in the channel is more challenging** than other financial controls for four out of five high-tech companies

 **4 of 5**



Better revenue management capabilities promise substantial benefits:



An increase in revenue and channel performance



More investment in innovation



Improved financial controls and compliance processes

Discover how the high-tech industry plans to manage revenue and improve channel performance in 2022.

Download the 2022 State of Revenue Report today at
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