

Reap the benefits of accurate, actionable channel data

With upward of 80% of global sales coming through indirect sales channels, channel data provides essential insight into revenue growth, incentive program effectiveness, inventory control, and partner performance. But far too often, the data provided by channel partners is incomplete, erroneous, late, and delivered in incongruent formats.

To drive and connect channel revenue processes, you need a single solution for channel data management. Channel data management goes above and beyond a partner portal, to elicit higher quality data, greater partner trust, and desired market behaviors. This, in turn, enables you to increase channel sales, improve payment accuracy, decrease operational costs, and reduce duplicate rebate claims.

Model N Channel Data Management is a fully automated data management solution that organizes, cleanses, validates, and standardizes point-of-sale (POS), inventory, and claims data with virtually no human intervention. This powerful solution gives you an unparalleled level of data granularity, quality, and consistency, so you can extract timely insights to help optimize revenue and ensure compliance.

With Model N Channel Data Management, you can:

- Achieve 95+% accuracy in channel data.
- Decrease manual channel data interventions by 99%.
- Improve distributor compliance by 50%.
- Empower partners to shift from monthly to daily reporting.
- Realize a 12% increase in channel revenue forecasting and reporting.

“Model N brings a systematic approach to the commission process. In the past everything was calculated manually. We would transfer the data to our controller, but the controller had no tool to check the data. Today, every transaction is accurate, and it's easy for the controller to do an audit.”

Global Channel Partner
Manager, ams AG

Effective channel data management



Collaborate more efficiently

Model N Channel Collaboration provides a self-service portal that enables channel partners to review their channel performance, view status, correct critical missing or incorrect information, and access historical data. Along with saving you time and resources by encouraging partners to manage channel data on their end, this unified portal experience increases collaboration across channel activities. Now, instead of spending time chasing down and disputing numbers, you can work directly with your partners to address market demands, solve customer problems, and sell more.

Automate channel data processes

It's not enough to simply collect data. To foster success across the channel, you need to be able to standardize and enrich various data types, mix and match different submission methods, and validate master data. Model N Channel Data Management gathers and manages POS, inventory, and claims data, so you can optimize channel partner performance. Using best practices for channel data management, this robust application validates, enriches, and consolidates data provided by channel partners – dramatically increasing its usefulness.



Channel Data Management Directory

- Access detailed information, including vertical market segmentation, on tens of millions of end customers for a 100% match to the best-possible name and address information.
 - Automatically manage new customer variations across your partner directory.
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Channel Data Management Operations Manager

- Validate, track, organize, score, and segment data by partner, geographies, SKUs, and accounts.
 - Automatically review and validate individuals and entities to ensure compliance with the Lists of Parties of Concern or Denied Persons.
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Channel Data Management Inventory Manager

- Calculate your inventory levels at a part level, for near-real-time visibility into your inventory position by product, partner, and region.
- Identify variances among calculated, reported, and target inventory levels.

Insight to guide revenue decisions

A modern, cloud-based analytics application, Model N Channel Intelligence helps you uncover ongoing and changing channel and market trends to support better decision-making, forecasting, and accounting. Enriched with validated data, predefined and configurable dashboards and reports provide near-real-time visibility into partner performance, sales, inventory, and partner data submissions. By integrating these insights into your ecosystem and partner portal, you can better manage product lines and how those product lines – and your partners – are performing across the channel.

Improve the channel partner experience

Channel data varies drastically from partner to partner; each company uses different naming conventions, formats, and file types. To overcome these technical challenges and create more efficient processes for you and your partners, we offer Model N Active Partner Management. Our experienced team delivers white-glove on-boarding and education support to your partners, so your sales and channel operations teams can focus on growing partner success.

Get started today

For more than 20 years, Model N has purpose-built applications to specifically address the revenue challenges facing the high-tech industry. Model N Revenue Cloud is the intelligent platform that combines integrated technology, data, analytics, and expert services to deliver deep insight and control over revenue and profitability across commercial operations.