Fully automate your channel data processes

Model N Channel Data Management delivers consistent, accurate, and real-time visibility into your sales channels. This fully automated data management application seamlessly collects, standardizes, and enriches point-of-sale (POS), inventory, sales-in-sales-out (SISO), and claims data from global channel partners with virtually no human intervention.

Spend less time chasing down and disputing numbers

Streamline your data reporting process, empowering channel partners to shorten their reporting cadences from quarterly to monthly, monthly to weekly, and weekly to daily. Access trusted data hourly, daily, or whenever your organization needs it to drive decisions across sales, incentive programs, and rebate payments.

Cleanse and standardize data automatically

Access detailed information, including vertical market segmentation, on tens of thousands of end customers for a 100% match to the best-possible name and address information. The Channel Data Management Directory learns from the more than 8,000 high-tech channels Model N works with and applies machine learning to grow and improve how customer variations are managed across your partner directory.

Achieve

95+%

data accuracy

Dramatically increase the usefulness of your data

Validate, track, organize, score, and segment data by partner, geographies, SKUs, and accounts. Using best practices for data management, the Channel Data Management Operations Manager:

- Aligns products with your master data.
- Matches customers against entities in the partner directory.
- Enhances transaction data with partner-specific pricing in any currency and validated serial numbers.

- Enriches customer sales information with vertical market segmentation and customer-specific attributes.
- Reviews and validates individuals and entities to ensure compliance with the List of Parties of Concern or Denied Persons.

Receive

98+%

of submissions completed and on time

Decrease incentive overpayments by

8%

Ensure your products are in the right place, at the right time

Calculate your inventory levels at the part level, for near-real-time visibility into your inventory position by partner, product, and region. Channel Data Management Inventory Manager identifies variances among calculated, reported, and targeted inventory levels and enables you to adjust variances to optimize channel inventory.

Quickly and accurately pay claims and commissions

Use trusted, timely data to validate and pay sales commissions and channel incentives. With data that is 95+% accurate, you can be confident that you're not overpaying or underpaying. Additionally, you can ensure contract compliance, and avoid paying commissions or lower prices on sales that never happened.

Achieve channel excellence maturity

Channel Data Management integrates with the Model N Revenue Cloud platform, as well as your ERP and CRM systems, to provide an end-to-end solution for executing all aspects of channel operations, including ship and debit, rebates, and sales. By increasing the effectiveness of your channel data management processes, you can increase channel sales, improve payment accuracy, reduce duplicate rebate claims, and grow partner trust.

Reap the benefits of accurate, granular, and actionable channel data

✓ **Anticipate shifts in channel business and ever-changing global markets.**

✓ **Determine and validate revenue growth, incentive program success, sales commissions, and the effectiveness of marketing programs.**

✓ **Track channel sales, inventory, and claims to optimize channel partner performance.**

✓ **Seamlessly scale data management processes as your channel ecosystem expands.**

✓ **Decrease operational costs associated with managing channel data.**

Start trusting your channel data

Schedule a demonstration to learn how Model N Channel Data Management can help you replace human and error-prone data with automated, timely, and complete insights.