Model N

Channel Data Management

Model N's Channel Data Management solution utilizes cloud-based technology and automation providing real-time insights to anticipate shifts in channel business and ever-changing global markets.

Maximizing Channel Revenue Execution

With a focus on *GROWING CHANNEL REVENUE* and extending global reach, High Tech, Semiconductor, ECMs and discrete product manufacturers continue to build complex partner and reseller networks. However, they often lack consistent, accurate and real-time visibility into their sales channels.

With the explosion of global indirect sales, *DATA IS NOW THE ESSENTIAL BUSINESS ELEMENT*. It determines and validates revenue growth, incentive program success, sales commissions, and the effectiveness of marketing programs. However, it's no secret that channel partners provide low-quality and inconsistent POS and inventory data, in many different formats, and typically erroneous.

To meet the challenges of growing top line revenue, improving margins, and ensuring partners and sales are compensated quickly, there's a need to *PROVIDE SPEED, ACCURACY, QUALITY AND GRANULARITY OF DATA* to answer these challenges. Model N is there to meet the challenge solving bad channel data, and overpayments in sales commissions and incentives.

Model N Channel Data Management

Model N Channel Data Management (CDM) is a *FULLY AUTOMATED DATA MANAGEMENT SOLUTION* that seamlessly collects and manages point-of-sale (POS), Inventory and Claims data from global channel partners. CDM automatically organizes, cleanses, validates and standardizes data with almost no human intervention.

CDM allows you to reap the benefits of *ACCURATE, GRANULAR AND ACTIONABLE CHANNEL DATA*. Quickly returning trusted data to you hourly, daily or when your organization needs it to support sales intelligence and reporting, rebate processing and discount programs.

CDM's Channel Intelligence brings modern analytics including real-time dashboards and reports to team's requiring insights into revenue and to *MAKE BETTER BUSINESS DECISIONS*. This data better supports *INCENTIVES*, rebates, and discount programs based on select attributes and is available for consumption seamlessly for Salesforce and downstream solutions such as ERP.

MODEL N CHANNEL DATA MANAGEMENT

is 100% cloud-based and deployed on Amazon Web Services (AWS) providing performance, elasticity and security as your channel partner network and sales expand. With the Model N CDM, you can fully automate your channel data processes from gathering and management of data through the on-boarding, adoption, and tracking channel partner performance and revenue. To learn more, please visit:

modeln.com/products/channel-data-management/
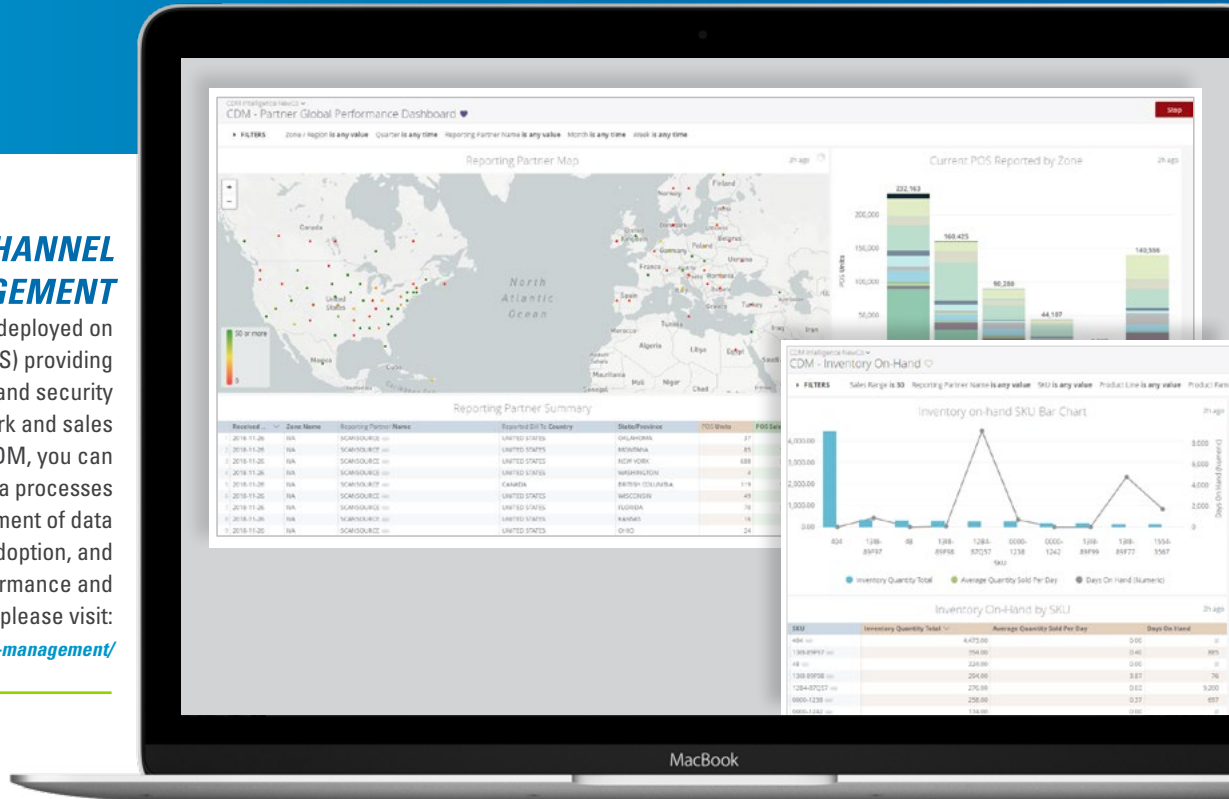
KEY CDM CAPABILITIES

Secure, reliable global channel data at the touch of a button

Easily manage and incorporate channel partner forecast and revenue information

Validate and pay sales and channel incentives with trusted data

Seamlessly integrate critical channel data with front and back office solutions

SOLUTION BENEFITS

Reliable and real-time channel sales revenue data and analytics

Self-service partner portal enabling channel partner efficiency

Visibility into new channels and parties who influences sales

Proactive insights into multi-tier channel sales and end-customers

Accurate channel partner performance metrics and scorecards

Trusted and accurate claims payment and sales commission data

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