

# Maximize channel margins

When effectively managed, the channel provides ample opportunities for high-tech manufacturers to expand market reach, increase revenue, and realize better margins. By creating attractive, targeted channel programs and leveraging integrated, domain-specific solutions to manage those programs, you can improve channel partner relationships, ensure compliance, and drive strategic shareholder value.

Model N Channel Management improves visibility and control into channel sales activity, enabling you to assess demand with end customers and protect your margin by eliminating internal bidding wars and enforcing contract terms. Automatically reconciling point-of-sale data with debits helps you reduce incentive overpayments to the channel from forecast to performance and ensure compliance with revenue recognition policies. Channel Management makes it easier for channel partners to do business with you, as they know you will respond quickly to requests, proactively manage inventory, and pay claims accurately and on time.

## Design registration

Empower channel partners to register designs and demand creation activities. Quickly respond to customers by approving and tracking design opportunities and automatically filling quote requests. Leverage a real-time, comprehensive view of pending deals, registered opportunities, wins, and losses to process claims accurately, eliminate costly manual interventions, and respond quickly to your channel partners.

## Price protection and market price programs

Accurately determine which distributors and inventories are eligible for credits when revising published pricing and calculate the impact of price changes on channel inventory and backlog. Ensure quote responses accurately reflect promotional pricing for designated products by industry, region, volume tiers, or other criteria. Automate channel sales processes, such as quoting, to ensure you deliver a winning price to customers and prospects on time.



Stock rotation summary view for optimizing channel inventory, rotation levels, and compliance with return material authorization



By deploying Model N Channel Management to 2,600 users across 38 offices and 75 channel partners worldwide, Microchip Technology **dramatically improved visibility into demand, increased quote volume by 70%, and cut quote cycle time by 50%** – without increasing headcount.

## Channel inventory and stock rotation

Gain an accurate view into deferred revenue, debit eligibility, available quantity, and inventory value with periodic snapshots of inventory levels. Quickly calculate inventory and apply in-line adjustments to resolve discrepancies. Govern stock rotation periodicity, eliminating discrepancies between rotational levels and return material authorization requests to ensure correct inventory levels are maintained.

## Point-of-sale, ship-debit, and claims processing

Eliminate overpayments by automatically validating sales data against claims data. Validate channel sales data against authorized debits and match claims to inventory levels, so you can assess the true cost of sales. Reduce sales transaction costs by streamlining ship-and-debit processing through automated debit authorizations and debit data tracking.

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## Effectively manage channel sales and inventory activities

- ✓ Automate channel programs to ensure you get a winning price to the channel and indirect customers.
- ✓ Register, approve, and track design opportunities and demand creation activities.
- ✓ Gain a real-time, comprehensive view of pending deals, registered opportunities, wins, and losses.
- ✓ Quickly respond to channel partners, keeping costs down and transaction velocity high.
- ✓ Accurately recognize revenue and minimize margin erosion caused by claim overpayments.

## Automate channel operations

Schedule a demonstration to learn how Model N Channel Management can help you reduce revenue leakage and strengthen channel partner relationships.