

Automate channel operations to achieve profitable revenue growth

As the high-tech channel ecosystem continues to see explosive growth in channel programs and increasing diversity in channel partners, it's becoming more important than ever to have timely insight into, and control over, all aspects of channel operations. Without a solid understanding of the ROI of channel investments and partner performance, companies could be focusing resources on efforts that are not driving the sales needed to maximize revenue.

Model N Channel Cloud was built to help high-tech manufacturers confidently manage and optimize innovative, complex, and dynamic channel programs. From data and incentive management to financial compliance, Model N delivers the integrated technology, data, and analytics that empower manufacturers to quickly respond to market changes for optimal channel performance.

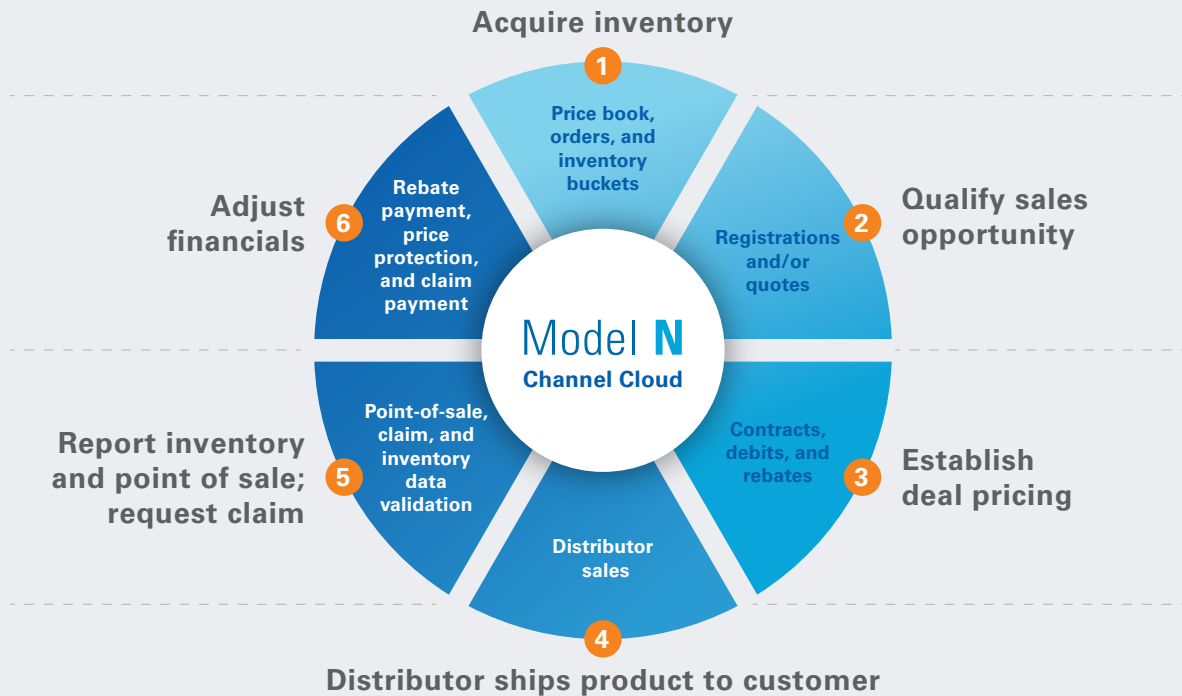
With Model N's end-to-end channel platform, you can:

- Reduce channel conflict and improve partner performance.
- Improve the customer, partner, and channel experience.
- Implement incentive programs that drive demand and increase sales.
- Avoid overpayments by accurately calculating incentives, debits, credits, and payments.
- Gain visibility into channel performance, top-performing partners, incentive programs, and trends.

“Semiconductors I find just amazingly complicated and unique in that they have the ship and debit, registrations, and all these weird things that go on in selling through a channel. So having a product like Model N to help manage that makes tons of sense.”

- Mark Stiving,
Ph.D., Chief
Pricing Educator,
Impact Pricing

A comprehensive solution for channel revenue



End-to-end support for your channel program



Model N Deal Management

Accelerate deal cycles by effectively managing global quoting, pricing, and contracting while optimizing revenue with volume commitments and consistently executing pricing programs.

- Manage price concessions and track channel compliance against contracts.
- Decrease quote cycle times and effectively manage all opportunities.
- Increase the efficacy of design registrations, channel quoting, and incentive programs like rebates and ship and debit.



Model N Channel Management

Automate channel operations – such as ship-and-debit programs, price protections, stock rotations – and claim processing to ensure channel compliance.

- Update prices in real time across all deals and debits to capture revenue and demand.
- Track channel inventory to determine accruals, debit eligibility, and available quantities and value.
- Validate channel data against claims to eliminate overpayments and improve processing time for settlement and reconciliation.



Model N Rebate Management

Design, track, and manage effective rebate programs that will drive market behavior for consumption and improved market share.

- Automate and manage the entire rebate management process with unparalleled scalability.
- Eliminate overpayments, track performance and rewards, generate accurate accruals, and provide partners with timely and accurate payments.
- Gain insight into program effectiveness and channel partner performance with Rebate Intelligence.



Model N Market Development Fund (MDF) Management

Automate every aspect of the co-op and MDF process from creation, administration, and compliance to approval and payment.

- Successfully design and execute incentive programs to drive sales and marketing, enroll partners, and enable them to create plans that maximize impact.
- Track channel activities across your ecosystem to measure execution against sales and marketing initiatives.
- Control the types of activities and claims approved for each fund and ensure timely payment for approved partner activities.



Model N Payment Management

Quickly and accurately make payments to anyone in your channel ecosystem through seamless integrations to our Rebate Management and MDF Management applications.

- Manage the partner payments process from funding to payment validation.
- Instantly generate payments to global partners in their preferred currency, including gift cards.
- Increase partner engagement by reducing payment time and increasing transparency.



Model N Channel Data Management

Automatically organize, cleanse, validate, and standardize your point-of-sale, inventory, and claims data with almost no human intervention for 98+% accuracy.

- Track channel sales, inventory, and claims to optimize channel partner performance.
- Streamline partner onboarding and data submissions through self-service capabilities or treat them to white-glove active partner management.
- Uncover ongoing and changing channel and market trends with Channel Intelligence for better decision-making, forecasting, and accounting.



Model N Ngage

Maximize channel onboarding and productivity with in-app guidance and insights to help your revenue and channel teams sell more in less time. By enabling you to seamlessly build and personalize prompts for training and onboarding, Ngage helps you:

- Reduce error-prone and inconsistent user processes across the channel.
- Scale training capabilities to support channel growth and compliance.
- Eliminate process variations among regions, departments, and partner types.

Get started today

For more than 20 years, Model N has delivered applications that empower high-tech manufacturers to manage growth and achieve success in the channel. Our end-to-end channel solutions suite is the only platform that spans people, process, and technology – enabling companies to develop, execute, monitor, analyze, and optimize their channel programs.