

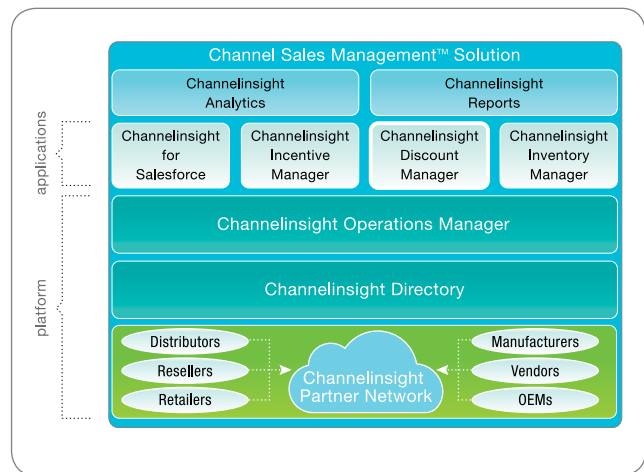
Channelinsight Discount Manager

Do you find that you are overwhelmed by all of the discounts that are layered and combined in order to win a deal in your Channel? Do you know the status of shipments against your open quotes – this week, this month, this quarter? You can increase your profitability and track the effectiveness of your special price quotes and discounted price agreements, using Channelinsight Discount Manager. You can also identify which special pricing agreements are actually driving sales, by analyzing discount trends by partner.

Channelinsight Discount Manager reduces over-discounting by automatically tracking sales results against special price quotes, and by paying commissions and partner incentives on Net Price. In addition to maximizing your Return on Discounts, you can increase your process efficiencies by reducing labor-intensive manual discount claims processing and reconciliation. You can also improve your partner loyalty by decreasing your time to payout on discounts. This useful information is provided in easy-to-read standard reports calculated daily, weekly or monthly.

Discount Manager integrates easily with your existing quoting and pricing optimization solutions to provide a seamless end-to-end view from quote to automated reconciliation.

Our Dashboards will alert you to products, partners or programs which are not delivering the sales results you want. With our Drill-down reporting you will be able to track the effectiveness of special pricing trends by product, partner and region even down to the transaction level. Our workbench gives you the ability to automate the reconciliation of POS transactions with your special price quotes and make real-time adjustments as necessary.



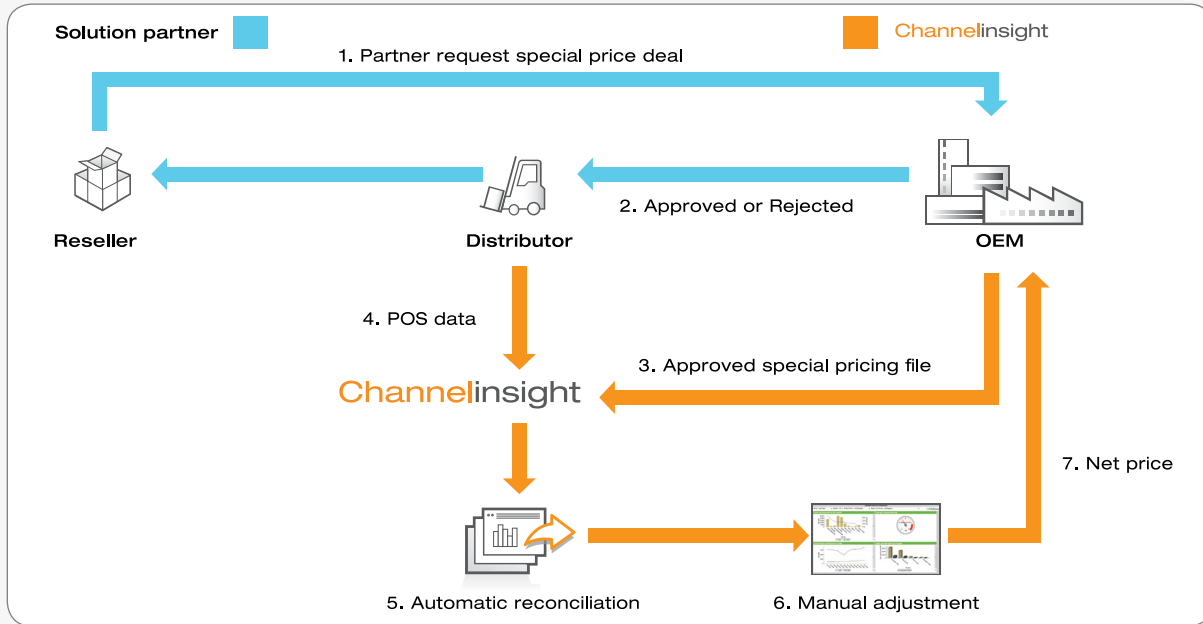
Why Channelinsight Discount Manager?

Channelinsight Discount Manager is a module available within the Channelinsight Application suite that provides informative dashboards, drill-down reports and a self-service application workbench to improve the return on your channel incentive programs.

Discount Manager leverages the timely, accurate and complete data from the Channelinsight platform, which collects and cleans channel sales data from your partners. It is available for purchase separate from other applications but does require the purchase of the Channelinsight platform.

Channelinsight Discount Manager increases your profitability in three ways. **First**, you will maximize your Return on Discounts by automatically tracking sales results against special price quotes or pricing discount programs and by paying commissions and incentives only on the net price (net revenue). **Second**, you will increase your process efficiencies

by automating discount claims processing, reducing the need for labor-intensive manual discount claims processing and reconciliation. **Third**, you will know which special discount programs are actually driving sales; allowing you to get the biggest bang for your discount buck.



The Discount Process: the Channelinsight Discount Manager increases your profits with better return on your incentive programs.

KEY BENEFITS	KEY FEATURES
Tailor programs to drive strategic product discount programs	Design rules-based discount programs
Align programs to partner business model and value	Design custom program by partner tier, business model, and product line
Reduce over-discounting	Automatic calculation of net price
Identify the Discounts that drive partner sales	Analyze partner discount trends
Reduce time spent manually processing discount claims	Automatically track sales results against special price quotes