

Channelinsight Channel Sales Manager

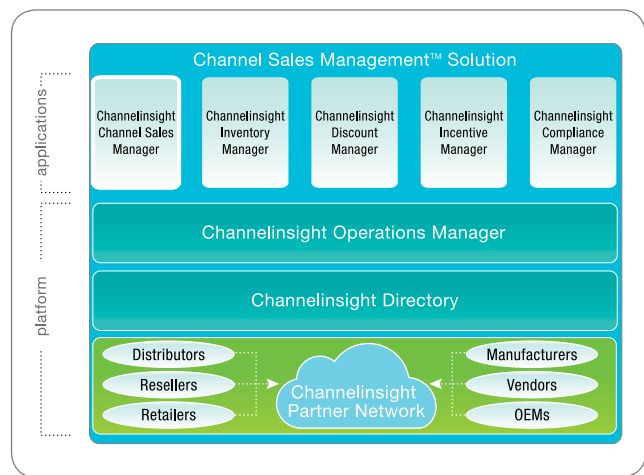
Are you making important decisions about how to manage your sales channel based on intuition and guesswork? Do you know where to focus your efforts to grow your channel? With Channelinsight Sales Manager you can analyze and track your channel sales, and identify and cultivate new partners and end-customers.

The Channelinsight solution offers you options on how to better access, analyze and track your channel sales performance. You can view informative dashboards, drill-down reports and use our self-service application workbench through Sales Manager, or you can view your reports through Salesforce.

Channel Sales Manager gives visibility into your sales performance by partner, end-user, product family or line, SKU, or territory against your specific targets. You can act on this information to identify top performers across all of these variables. You can also address under-performing partners, products and territories. You can further segment your data by vertical market or classify by the role played in the distribution chain (i.e. distributor, VAR, OEM, ODM, end-user). In addition, our unique, automatic Opportunity tracking feature provides the ability to correlate an opportunity with a transaction shipping, thus automatically closing the sales loop.

Why Channelinsight Channel Sales Manager?

Now salesforce.com users can have seamless access to the standardized and enhanced channel POS and inventory data provided by the Channelinsight solution, using your familiar salesforce.com reports and tools. With this functionality you can see data from your Direct or Indirect Sales channels, linked back to your

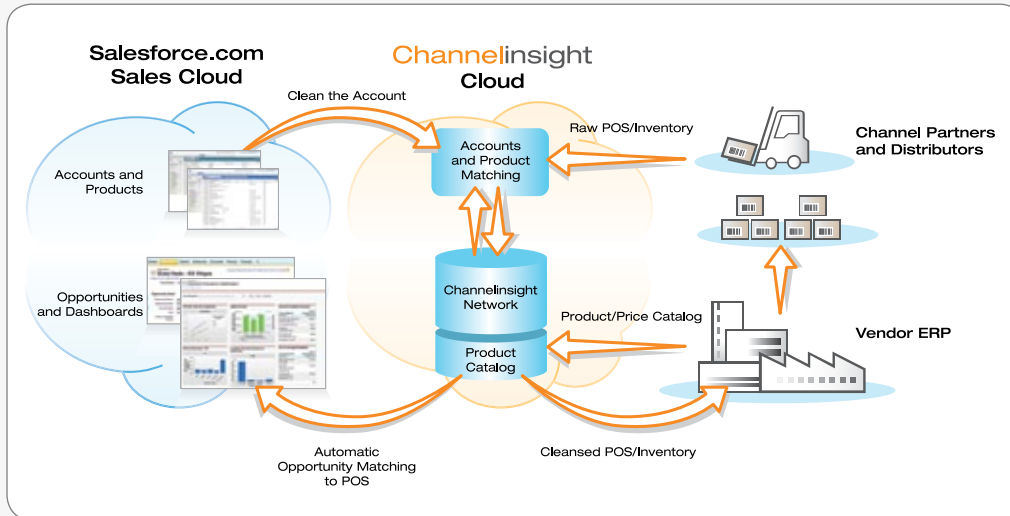


accounts and opportunities. This allows you to close the loop from lead generation and opportunity creation to actual sales results, including distributor, reseller and end-user data. Just look for “Channelinsight” on the Salesforce AppExchange.

We track every partner, every end-customer in every transaction, enabling you to identify and cultivate your new partners and grow your new end-customers.

Our solutions deliver the tools to put actionable insight to work for you; identify what you are selling, to whom, where, at what price, accurately and in real time, whether you choose to implement Channelinsight Channel Sales Manager standalone or with Salesforce.

Channelinsight



Channelinsight for Salesforce is a fully integrated application that allows you to see your channel sales data in your own Salesforce application.

KEY BENEFITS	KEY FEATURES
Analyze high/low performing regions, products, partners and end-customers	Compare sales results against targets
Find and grow new partners and end-customers	Automatically identify unmanaged accounts and resellers
Track channel sales to named accounts	Visibility into sales performance and commissions
Close the sales loop	Track shipments against opportunities in your CRM/PRM system