CHANNELASSIST
INFLUENCE ENABLE REWARD

Optimize your Channel with a PLATFORM you can stand on.

In the channel eco-system, we drive sales rep engagement through our technology, that scales OnDemand, anywhere around the world.

One size does NOT fit all, and the days of batch and blast are long gone.

With our hyper personalization capabilities, you connect with users based on status, activity, and or any data accessible within your program.

We make it easier to connect one-on-one even though you may have thousands of participants and by utilizing the platform to gain data driven insights, you can easily configure your program as needed to drive revenue growth.

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IMPLEMENTING A STRATEGIC CHANNEL PLAN IS CRUCIAL FOR THE LONG-TERM HEALTH OF YOUR ORGANIZATION.

Regardless of the industry, if you do not address the ongoing digitization and adopt change now, you are in danger of being left behind as your competitors speed away with your business.

The ChannelAssist Platform delivers the following:

User Management & Personalization

With our advanced segmentation and personalization, your ROI is based on promotion metrics and goals strategically built on your sales goals.

Segmentation allows you to discover the most significant differences among a multitude of groups with automated statistics and analysis.

We ensure that you discover hidden gems in your program and repeatable characteristics of your segments that are driving your KPIs.

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Actionable Analytics & Data Feeds

Does your current channel engagement platform provide actionable insights based on data through multiple levels of distribution?

With thousands of SKUs, channel sales reps, sales transactions and incentive claims every month, your business requires a robust analytics engine to cut through the data and serve up insights on demand. We do all the number crunching, and formatting and provide a feed for your system.

With dashboards, reports and data feeds, you can assess partner performance down to the individual rep level and gain valuable insights to make informed decisions. Our dashboards and reports help you assess partner performance and track all: Sales claim opportunities, training activity and marketing promotions.

Advanced Claim Management

Sales claiming should always be a seamless & simple process for channel sales reps whether individually or in bulk. We provide one interface to manage all claims manually or you can set up an automatic claims validation process that includes SKUs of eligible products, quantities, custom fields, documentation attachments, and much more.

Our proprietary technology validates each claim checking for invalid or duplicate entries to ensure program integrity and protect you against risk while making sales claiming easy for sales reps.

Automation Playbooks

Our software is designed to help your program scale, interact, and respond to engagement metrics we monitor. With our exclusive automation playbooks, we will curate, configure and incorporate highly complex business processes so you can improve partner program adoption and engagement.

Front-Line Data Insights

Visualize your progress and promotion results with built-in reports curated from direct-from-rep data, market intelligence and performance insights.

By utilizing your data and making the right observations we can assist you to tailor your solutions that address specific customer business requirements, layer in support and integration, and land on a position that offers a flexible approach supporting repeat business and healthy margins.

Our platform can be integrated with your systems to give you deeper sales funnel visibility and the ability to influence the path to purchase. Our solution is built to save you time and make it easier for you to understand your performance across all your sales channels.

We employ a comprehensive process to score, audit, blueprint and review the progress of your channel program to ensure ongoing and lasting success. Reduce manual processes from a data and claims collection standpoint.

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Governance

As recognized leaders and trusted advisors to our clients over the last 20 years, we have designed and implemented governance principals within our platform that can be implemented into your program.

Within our professional services group we have a tremendous wealth of knowledge and best practices to advise and configure the right governance for your program based on your needs regardless of region, state and or country.

GLOBAL SCOPE

Our solution has been used to positively impact hundreds of thousands of channel sales reps and generate millions of sales transactions and sales claims around the world.

We deploy programs in any language and geographic location and with our scalable technology, we offer comprehensive incentive, financial process automation and digital channel ecosystem capabilities to partners around the globe.

Extend your current program coverage by leveraging the ChannelAssist platform where we proactively engage your reps to sell to their customers by following your strategic process with our end-to-end development and management of channel incentive programs.

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BOOK A DEMO TODAY!

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