



Partners Profile Management

The Partner module of ZINFI's UCM enables a unified approach to global partner management by providing key elements outlined through a structured channel program, clear channel policies so partners know exactly what they need to do to perform successfully and how their performance will be measured and rewarded, and clear programs that address both technical and non-technical aspects of the channel program.

Partner Profile Management

The Partner Management module allows your organization to manage channel partner profiles more quickly and effectively. Your organization can easily create partner records in the system, including business information such as partner type and company, prospect information, contacts and accounts. Using the partner profile management features of our Partner Management module, channel management team members can easily track detailed partner profile information as well as sales history, lead generation and other channel program-related activities.

Upgraded Partner Management module with support for Affiliate Partners allowing organizations to manage affiliate partner profiles more quickly and effectively. Admins can easily create Affiliate/Referral Partner records including business information. Using the Affiliate/Reseller Partner Profile Management Feature - Channel Program Managers can easily track detailed affiliate/reseller partner profile information. Affiliate/Reseller Partners can also register themselves through the Sign-Up Form and land up as an Affiliate/Reseller Partner Prospect.

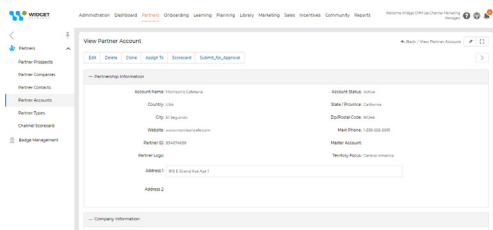
Id	Company Name	Name	Job	Phone	Email	State	Status	Event Notification
✓	Wheat Trading Int	John Minton	Executive SQA	1-877-664-8202	johnminton@wheat.com	IL	Approved	Not set
✓	Regent Pharmaceuticals	David Bergman	CEO	1-887-661-8888	dmbergman@regent.com	IL	Followup	Not set
✓	Plan-View-By-Brand Inc.	Mark O'Neil	SQA	1-893-661-8888	marko@pvb.com	IL	Marketing Contact	Not set
✓	Essex Utilities	Elizabeth Smith	Executive SQA	1-887-661-8888	essex@essex.com	IL	Approved	Not set
✓	A-1-Home	Mark E. Pappert	Account Manager	1-887-661-8888	markp@at-home.com	IL	Marketing Contact	Not set
✓	Wegmans Inc.	David Johnson	Manager	1-887-661-8888	johnson@wegmans.com	IL	Approved	Not set
✓	UnitedHealthcare Inc.	Gregory Orsini	HR Manager	1-878-661-8888	gorsini@uhc.com	IL	Not Approved	Not set
✓	Bluebird Home, Inc.	Lin Buehler	Procurement Manager	1-755-661-7700	linbuehler@bluebird.com	IL	Contact	Not set
✓	Amesbury Truck, Inc.	Michael Dennis	Procurement Manager	1-800-661-2000	michael@amesbury.com	IL	Not set	
✓	Wegmans Company	John Boyd	Inventory Manager	1-887-661-8888	johnb@wegmans.com	IL	Not set	

Key Features Include:

- ✓ Partner List Upload & Management
- ✓ Partner Entity Management
- ✓ Partner Contacts Management
- ✓ Partner Profile Management

Global Partner Management

By deploying ZINFI's UCM platform, you can recruit, onboard, train and manage your partners globally to drive profitable growth, and you can increase your channel ROI by having an accurate picture of what is working and what is not. The platform makes it easy for you to determine which partners are on track to become high performers and which partners need extra help. With better visibility into partner performance, your regional and field organizations can target their efforts more precisely and with better results. ZINFI's UCM platform is supported not only in multiple languages, but with localized resources in various countries around the world. This localized support drives partner usage and satisfaction, and helps vendors who are seeking to drive partner enablement globally achieve better results.



Key Features Includes:

- ✓ Partner alignment with Business Models
- ✓ Focused on onboarding, developing and growing global partners
- ✓ Account Level Deactivation
- ✓ Partner Notifications

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