



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.

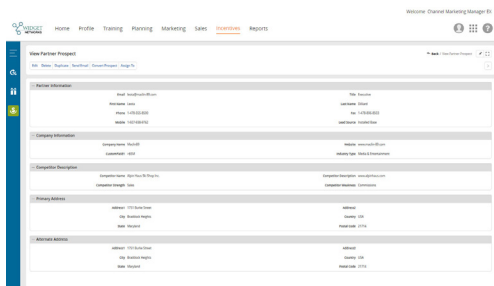
View Partner Prospects	Back	New Partner Prospect				
<input type="checkbox"/>	Company Name	Name	Yes	Phone	Email	Manager To
<input checked="" type="checkbox"/>	ABC Ltd	John Doe	Partner	1234 567 890	john.doe@abc.com	John.Doe@zinfi.com
<input checked="" type="checkbox"/>	XYZ Corp	Jane Smith	Reseller/DA	1432 100 0432	jane.smith@xyz.com	Jane.Smith@zinfi.com
<input checked="" type="checkbox"/>	DEF Systems Inc.	Tom Lee	Manager	1397 050 0001	tom.lee@def.com	Tom.Lee@zinfi.com
<input checked="" type="checkbox"/>	GHI Enterprises	David Brown	CEO	1425 000 0000	david.brown@ghi.com	David.Brown@zinfi.com
<input checked="" type="checkbox"/>	JKL Innovations	Michael Green	Head - Marketing	1743 070 0701	michael.g@jkl.com	Michael.Green@zinfi.com
<input checked="" type="checkbox"/>	MNO Networks	Sarah White	Account Manager	1738 050 0701	sarah.white@mno.com	Sarah.White@zinfi.com
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<input checked="" type="checkbox"/>	STU Services	Robert King	Manager	1427 000 0000	robert.king@stu.com	Robert.King@zinfi.com
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<input checked="" type="checkbox"/>	YZZ Inc	Kevin Scott	Reseller/DA	1427 000 0000	kevin.scott@yzz.com	Kevin.Scott@zinfi.com

Key Features Include:

- ✓ Partner List Upload & Management
- ✓ Partner Entity Management
- ✓ Partner Contacts 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
- ✓ Across all services deployment
- ✓ Partner Notifications

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