



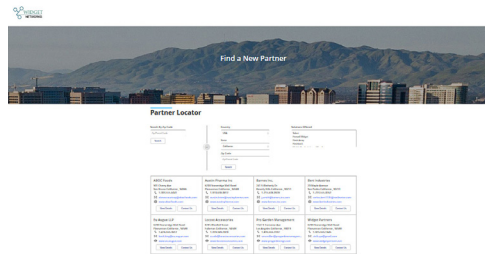
Partner Locator Management

ZINFI has developed the Locator module as part of its Unified Channel Management (UCM) automation platform to make it quick and easy for vendor organizations to match potential customers with partners; who know their industry, are experienced with appropriate solutions and are conveniently located. The Partner Locator tool can also be made available to prospects to search for partners on their own.

Demand generator

UCM's Locator module is a great tool for partner empowerment. Partners can not only market their profile, but they can also leverage the power of your organization's name and brand to generate more business for themselves. You can also reward your most promising and best-performing partners by featuring them in top search results.

The Locator module allows your organization to access channel partner profiles more quickly and effectively. Using the Partner Locator tool, channel management team members can easily track detailed partner profile information and conduct deep searches revealing sales history, lead generation activities and other channel program-related activities.



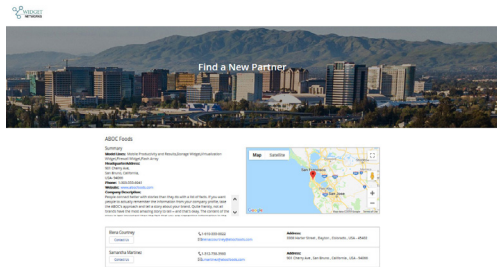
Key Features Include:

- ✓ Increases online exposure
- ✓ Track potential customers
- ✓ Increased productivity
- ✓ Highlight your global network

Global presence

Establish and market your global network by leveraging your global presence through UCM's Locator. Display your partner profiles and boost performance by providing search for partners by entering a ZIP Code or search by country, state or solutions offered. Searching retrieves a list of partners displaying the partner name, address and phone number, with links to an email address and website. To view more details about the specific partner, click on View Details.

Contacting a global partner organization is at ease for the user by accessing a form to fill out and request more information or ask the partner to contact him. ZINFI's Partner Locator tool is based on the UCM adaptive SaaS framework, and integrates seamlessly with your organization's official partner portal to reach out to a global market.



Key Features Includes:

- ✓ Global alliances
- ✓ Global services
- ✓ Leverage global reach
- ✓ Fast access to global partner

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