



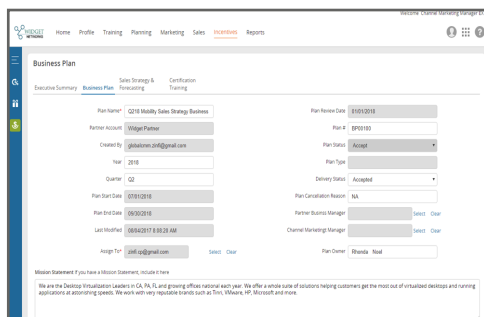
Partner Business Planning

The Partner Business Planning module of ZINFI's partner relationship management (PRM) platform enables your organization to automate the development of business plans, streamlining interactions between internal and external channel partner stakeholders to ensure efficient plan execution and compliance.

Partner Business Planning

The Partner Business Planning module allows your organization to automate business planning activities within a multi-level channel ecosystem with an online form and approval flow process. You can also set up system alerts to notify channel partners when new business plan templates become available.

With our Partner Business Planning functionality, channel partners can easily incorporate marketing plan details, then sign the business plan and push it for your approval through an expedient, automated multi-level approval process. The reporting features of this module give you greater insight into the planned marketing activities initiated by your channel partners.



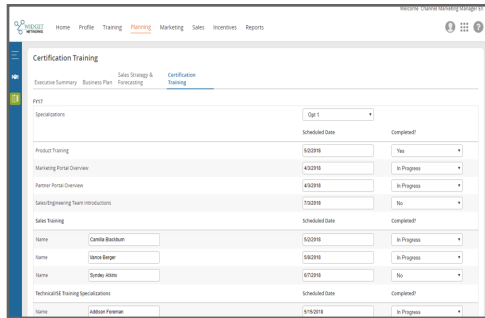
Key Features

- ✓ Business Plan Setup & Upload
- ✓ Business Plan Expiration Management
- ✓ Business Plan Access Control
- ✓ Partner Notifications
- ✓ Business Plan Reporting

Certification & Training Management

The Partner Business Planning module allows your organization to designate channel partner specializations using the Certification & Training zone, where you can also instantly determine resource availability for any assistance a channel partner might require.

Channel partners can designate individuals for specific training programs organized by your organization to ensure teams get trained and certified on the appropriate products before marketing and sales activities begin. The Certification & Training zone gives you complete visibility into the resources needed for your product marketing and sales activities.



Key Features

- ✓ Partner Specialization Management
- ✓ Partner Rep Training Nomination Management
- ✓ Training Status Management

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