IMPARTNER

Point of Sale Management

Extend your native Salesforce quoting capabilities to partners and speed deal closure

Impartner Point of Sale Data Capture allows you to load in POS data to be able to see all channel sales, registered --or not. For companies whose main products have an average sale of just a few thousand dollars, unregistered deals often represent a significant portion, if not the majority, of channel sales, as most small sales are not registered. This provides a better line of siteto total channels sales, plus a better idea of which verticals and actual markets companies are selling into and insight into their actual end users. Most important, because vendors have actual POS data, they can make sure they have the data they need to verify and true up rebates to partners

key features:

- Partner visibility to sales records

- Integration with Impartner's Channel Flow workflow engine

- The ability for partners to enter new sale records

- Bulk import tool for manual sync or API available for automated integration with external systems

how it works:

Integrate your point of sale data into the PRM system to provide your partners with access to this information. Each record must correspond to a partner account and user and be either imported via Impartner's Bulk Import Tool or synched automatically via an API integration. The portal dashboard lists all records within the PRM database –with search capabilities –and allows partners to click for full record details. Additionally, you can allow partners to enter their own sales records (that weren't entered as a Deal Registration), including attaching proof of purchase.Full self-service capability to setup the fields within PRM admin UI to match your sales record data.

Find out more!
We'd love to show you more about how Impartner PRM can accelerate your channel. Request a Demo today.