

# Business Planning

*Crack open the “black box” of partner performance with shared insight into individual partner and overall channel execution*

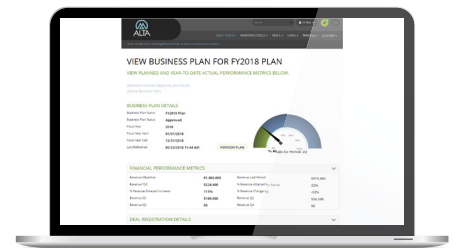
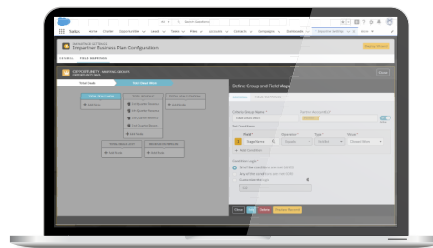
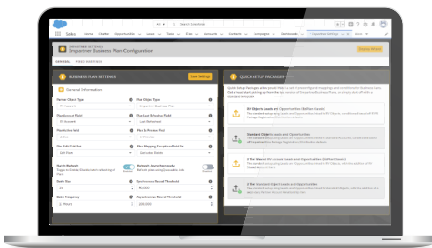


*Create, share and track goals for each of your partners to drive performance*

All businesses are different and very few businesses want exactly the same KPIs, exactly the same way. Impartner Business Planning module features a configurable KPI Builder that gives channel managers full control and full visibility over their channel data by making it easy to create, track and change any KPI, from any Salesforce object, even custom objects, with a simple drag and drop interface.

## Featured Highlights

- Complete self-configuration of conditional and numerical calculations between any two Salesforce objects — allowing support for any past, current, and future custom objects.
- Preview Wizard allows you to validate the conditions and mappings you built are returning expected results.
- Package Deployment Wizard serves as a drag and drop tool to import pre-built configurations. Packages may be shared with or imported from other Impartner customers.
- Full internationalization support for Multi-Currency, Advanced Multi Currency, Dated Exchange Rates, Fiscal Information Recognition, and custom conversions between all your configured currencies/rates based off any self-configured dates.
- Portal page that displays all of the KPI configurations and settings you created in Salesforce to your partners, populated by their specific data.



## About Impartner

With over two decades of experience in accelerating indirect sales, Impartner delivers the industry’s most complete channel management platform, helping companies worldwide manage their partner relationships and accelerate revenue and profitability through indirect sales channels. The largest pure-play PRM vendor in the world, Impartner provides the industry’s only out-of-the-box solution that can deploy an enterprise-class Partner Portal in as few as 14 days, using the company’s highly engineered, multi-award winning, Velocity™ onboarding process.

## Find Out More

We’d love to show you more about how Impartner PRM can accelerate your channel. [Request a Demo today!](#)