

Partner Locator

Connect prospective customers to qualified channel partners in record time



Not just a search tool, but a demand generator for your partners' business

When your potential customers are ready to purchase, or if they want more in-depth product information, they want to interact with a channel partner who is in their geographic area, who understands their specific vertical market, who has the requisite certifications and who can shepherd them through the purchasing process.

Bringing "Where To Buy" To Your Corporate Site

Impartner Locator integrates into the "Where to Buy" section of your corporate website by using a subdomain of your company URL and matching branding. Search results appear in a list as well as an optional interactive map. Your channel partners can market themselves to prospects through multimedia, video and downloadable sales collateral. We give your partners the visibility they're looking for to build their business by automatically sending leads to them — in real time.

Advanced Technology That's Simple To Use

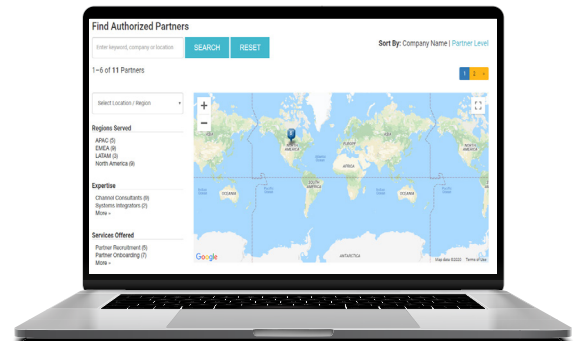
Impartner Locator is the most advanced partner directory or locator available. It allows end users to easily search for partners based on all of the facets tracked in your portal: certifications, product specialization, vertical market segment, etc. Search results appear in a familiar list view with the option to click for full company listing details. Best of all, instead of directing traffic to the partner's website, you can generate leads directly from the partner listing and automatically send leads to your partners in real time.

Rich Analytics

Impartner Locator provides full analytics on the number of leads sent to each partner so you can see which channels are attracting the most customers. For partners, this tool provides an opportunity to add multimedia, video and downloadable collateral to make their company as attractive as possible to your prospects and user community.

Impartner Locator Highlights:

- Search criteria include selectable fields or text bases
- Keep traffic on your site — including lead generation form
- Leads are provided directly to partners
- Partners can manage their own content, through account profile
- Partners can link to their social media sites, list top customers, embed marketing videos and more



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!](#)