



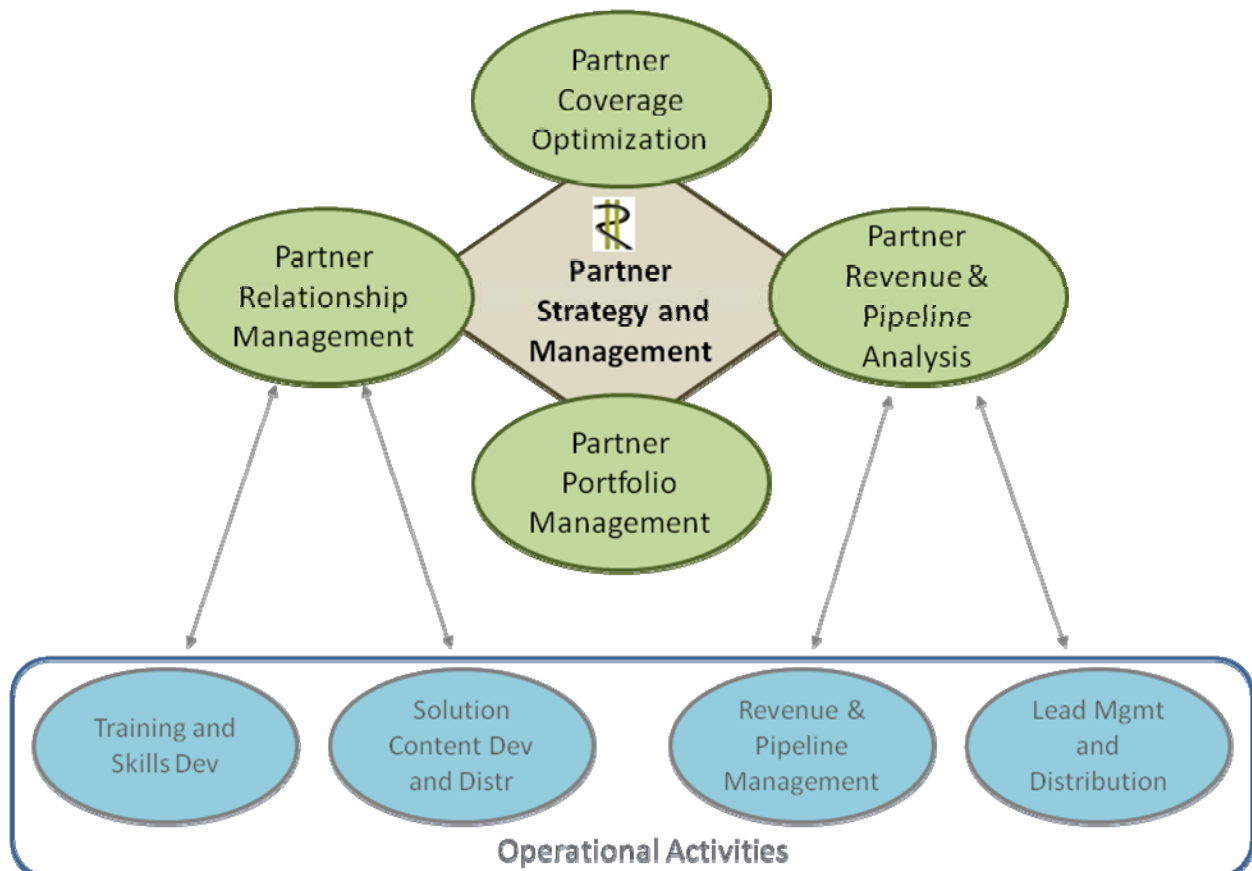
The primary business challenge associated with channel management is enabling and driving adoption of a consistent and effective process allowing for greater channel performance.

Current systems have proven to be ineffective as they are either not easily configured to automate channel management tools (such as PRM), not integrated, or do not provide for team or partner collaboration. The result is low adoption of the process which reduces the effectiveness of individuals and the confidence and reliability of the forecast.

REVEGY CHANNEL OPTIMIZATION

Many organizations today are simply focusing on tactical operational activities, without any focus on strategy and management. This leads to an inefficient and ineffective channel/partner program. Revegy was purpose built to help your channel team be more effective in managing your channel/partners.

Revegy address four key pillars for partner strategy and management as shown below



In addition to assisting you with partner strategy and management Revegy can be configured to assist you with the operational activities listed above, or if you are already using other solutions for these (such as a CRM or PRM solution) Revegy can be integrated with those solutions.

WHAT REVEGY CAN DO FOR YOU

The following are some of the benefits received when using Revegy Enterprise:

- Improve partner forecast visibility and revenue predictability
- Provide comprehensive analysis showing which partners perform best and which to invest in
- Help assess and expand partner relationships of the top performing partners
- Transition from having static forms that add limited value to productivity and execution tools
- Improve collaboration internally across the entire organization and externally with partners
- Enable a consistent, highly adopted, and more effective channel management process
- Grow channel revenue.

HOW REVEGY DELIVERS VALUE

- Managing a partner portfolio and reviewing coverage:

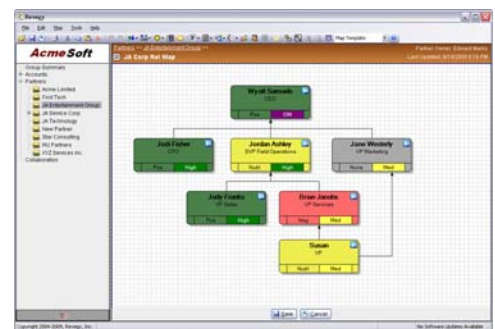
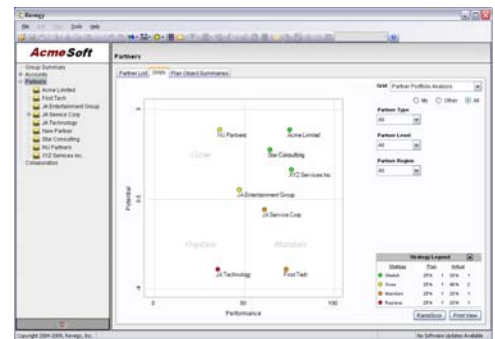
Revegy allows you to configure an easy to use graphical method for assessing the quality of your partner relationships and doing peer-to-peer comparisons to determine where your highest quality partners align with your highest potential for revenue.

- Creating more effective integrated partner plan documents:

Revegy provides a platform for configuring partner plans specific to your organization that can be auto-populated from data within other systems (i.e. partner revenue and pipeline performance, partner lead generation performance, partner financial information, etc.) resulting in a more accurate document with less effort.

- Enabling internal and external collaboration:

Revegy provides a platform for managing and sharing partner information both internally with your team and externally with your partners. In addition Revegy manages all partner information and ensures everyone has the right level of access and no conflicts or duplication of efforts.



ABOUT REVEGY, INC.

Revegy is a technology company focused on providing innovative solutions that address the day-to-day execution needs of individuals and teams responsible for revenue generation through direct sales, channel sales, client management and maintenance retention processes. Revegy helps its clients “operationalize” these processes by providing intelligent, integrated tools that enable and drive process adoption, provide internal and external collaboration, and that help individuals and team be more effective and efficient.

Revegy licenses have been purchased by individuals in companies such as Oracle, QAD, Network Appliance, GXS, and First Data. These individuals use Revegy both standalone and in conjunction with their CRM/PRM solutions to help improve their win rates and provide their company with revenue predictability and forecast confidence.

For more information please go to www.revegy.com or contact us at sales@revegy.com.