

bChannels Experience and Expertise Sales Out Reporting



Who We Are

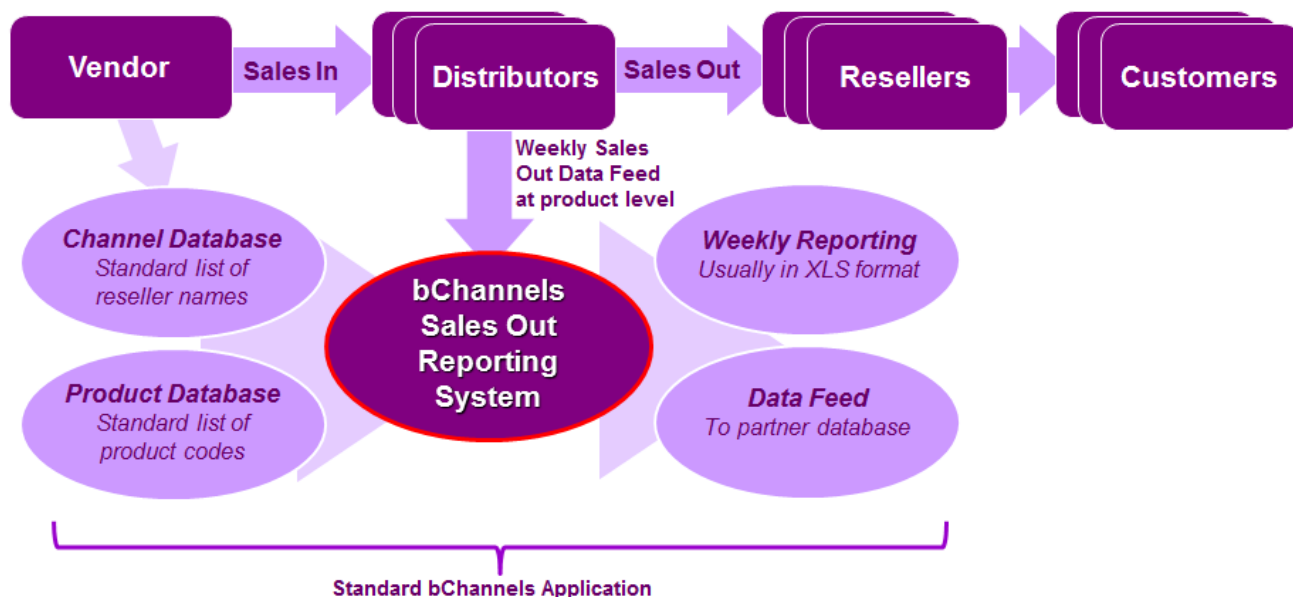
bChannels is a specialist in the development and optimization of routes to market and channel engagement process for global technology companies. Our team of consultants work with channel leaders in the world's largest technology businesses to develop effective channel strategy and process. We have people based in North America, Europe and Asia.

Who We Work With

bChannels works with clients in every technology sector including Telco (with Cisco, Avaya and Alcatel-Lucent), Hardware (with Samsung, LG and Lenovo) and Software (with Symantec, VMware and SAP). Intel is our largest client.

Sales Out Processing

bChannels has a proven application that cleanses sales out data from distribution by matching it at product and reseller level. bChannels can implement worldwide. We do all the distributor chasing in local language to collect weekly data feeds. We produce a weekly summary XLS report and feed systems for sales compensation measurement.



Sony, Samsung, Zebra and Lexar Media

Our Sales Out Reporting tool and associated process is relied on by a range large vendors including Sony, Samsung, Zebra and Lexar Media. Across these three clients alone we collect data from more than two hundred European distributors every week, cleanse it and report back. We provide details in our reports of distributor sales reporting performance as this is used by some vendors to calculate rebates.

For more Information

Check out our website at www.bChannels.com or contact Matt Rowland-Jones on matt@bchannels.com.