TMC names Netformx 2016 Communications Solutions Product of the Year Award Winner

▷ Netformx ChannelXpert recognized for exceptional innovation

▷ Helps Channel Partners manage and automate the process of capturing reward dollars, adhering to discount-based incentives, ensuring compliance, and tracking deals

▷ Solution Providers increase productivity as a result of automation and a consolidated view of vendor deal and rebate insights.

SAN JOSE, CA - August 23, 2016 - Netformx®, the leader in sales enablement and profit acceleration platforms for IT solution providers, announced today that TMC, a global, integrated media company, has awarded Netformx ChannelXpert a 2016 Communications Solutions Products of the Year Award. ChannelXpert helps Channel Partners manage their business by tracking — in a single pane of glass — vendor rebate and reward program adherence, eligibility, milestones, due dates, bookings, targets, risks, and more.

Netformx ChannelXpert enables IT service provider, managed service provider, and systems integrator managers to streamline their sales operations in order to accelerate profitability. ChannelXpert is an innovative SaaS-based analytics engine that maximizes the financial benefits from vendor promotions, certifications, and partner management. In a single pane of glass it identifies opportunities to increase gross margin and provides insights so solution providers can take action to recover money that would otherwise be lost. ChannelXpert follows Agile development principles with frequent value-added software releases that add new programs, insights, reports, and data sources.

Senior managers generally use a hodge-podge of time-consuming manual processes. They typically gather data from numerous vendor and other systems and use spreadsheets to piece together ever-changing qualification and compliance criteria. Managing program variables while attempting to maximize margin is a costly manual process that is inefficient and prone to error. As a result, most solution providers are losing gross margin dollars across their sales process.

ChannelXpert automates the labor-intensive process of capturing vendor reward dollars and adhering to vendor discount-based incentives. It also eliminates manual tasks to ensure employee certification compliance and manages deals and partner interactions to drive profitability. As a result, executives can proactively manage their business and increase their profitability.

Key Facts

▷ To onboard to a complimentary copy of ChannelXpert-View, solution providers should complete the form to Onboard or contact their Netformx account manager.

▷ Netformx enables solution providers to increase their profitability more than 1% by reducing time-to-quote 80% and reducing implementation error rates by 99%.

▷ The Netformx ecosystem enables solution providers to win more deals and successfully implement technology solutions while maximizing profitability.

▷ Netformx ChannelXpert drives profitability with automated supply chain and incentive program management.

▷ ChannelXpert benefits include efficient and cost-effective vendor promotion management and automated monitoring, management, and up-keep of employee certifications.

▷ Productivity increases significantly, providing insights into many business-affecting areas that could not be managed effectively beforehand.

▷ Using Netformx award-winning solutions, over 2,000 customers in more than 120 countries design and sell winning and implementable multivendor solutions while operating their businesses profitably.

Supporting Quote

"*Netformx ChannelXpert has enabled solution providers to take their businesses to a higher level by driving further profitability with automated supply chain and incentive program management. ChannelXpert provides actionable data in a single pane of glass that makes efficient use of executive time and gives business insights that provide strong competitive advantage.*" - Robert Klotz, Vice President of Product Strategy at Netformx

"*Congratulations to Netformx for being honored with a Communications Solutions Product of the Year Award. ChannelXpert is truly an innovative product and is amongst the best solutions brought to market in the past twelve months that facilitates business-transforming voice, data and video communications. I look forward to continued excellence from Netformx in 2017 and beyond.*" - Rich Tehrani, CEO of TMC

Resources

"*Uncover hidden profits in the enterprise network sales process with business intelligence, analytics, and automation*", an article in Connect World – ICT Global Magazine

"*ChannelXpert Enables ITS InfoCom to Increase Profitability Through Business Insights*", a case study.

"*Netformx View on Market Trends and Sales Enablement for Solution Providers*", a video from TMC Editors Day in Santa Clara.

Light Reading – Telecom Innovators Video Showcase: "The Netformx Ecosystem".

InterComms Magazine article, "Prescriptive Analytics – Key for Solution Providers to Profitably Grow their Cloud and Telecom Sales Business".

"*Automate Cisco incentive program management to drive profitability*", an article in Cisco Tribune.

Frost and Sullivan's "Error-free Design: Why Owning Service Complexity Benefits the Business".

Netformx ChannelXpert.

Netformx customer case studies.

About Netformx

Netformx enables IT solution providers to design and sell winning and implementable multivendor solutions, while operating their businesses profitably. Netformx accelerates solution provider profits by providing powerful business intelligence, actionable insights, collaboration, and automation that connect people, information, and processes. The result is increased competitiveness and productivity across the sales lifecycle.

Netformx has over 2,000 service provider, systems integrator, and technology vendor customers in more than 120 countries including ALE, AT&T, Bell Canada, BT, CDW, Cisco, Dimension Data, Insight, Juniper, Orange Business Services, Sprint, and Telstra. Our comprehensive KnowledgeBase™ contains client and vendor products, services, and program compliance data from vendors such as Cisco, ALE, Brocade, EMC, Juniper, Avaya, APC, Belden, Jabra, and Riverbed.

More information can be found at www.netformx.com.