

# Program Compliance Manager

*Automate Tiering, Communications  
and Compliance Tracking*



*Impartner Program Compliance Manager automates partner tiering to ensure greater compliance while greatly reducing administration time*

In a global study of channel pros, 60% said they lack confidence partners are tiered correctly and 78% of those that lack confidence in tier accuracy said they may be mistakenly overpaying their partners by up to 20%. This is a predictable result of program compliance being commonly plagued by heavy, complicated, and generally manual administrative burdens—leading to communicating tier status to partners being cumbersome and causing overpayments to be a regular occurrence.

## **Eliminate Wasted Resources and Margin of Error**

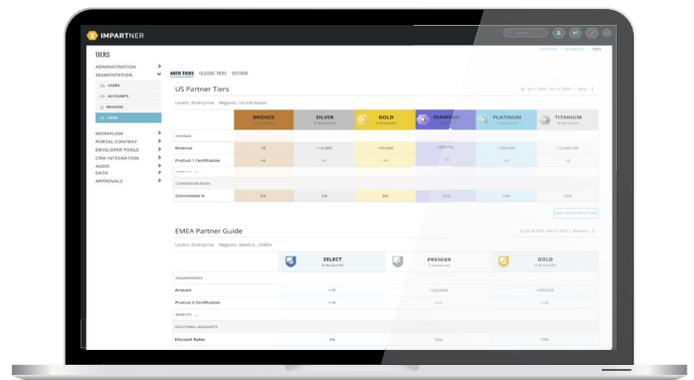
The study shows that channel admins and operation managers spend, on average, 60 to 100 hours evaluating, calculating and determining partner tier placement or auditing program compliance. Save time and eliminate possibility of erroneous calculations with easily configurable and visually intuitive tier structures within our flexible workspace.

## **Motivate Partners with Transparency**

Over 50% of channel teams present tier progress to their partners in an ad hoc way—upon request by the partner. With automated, up to the moment tracking and calculating of your partner tiers, your partners can log in to the portal to clearly see where they stand and how close they are to achieving the next tier of program benefits for the upcoming cycle.

## **Key Features:**

- Easily set up complex program compliance systems into visual tier structures using a flexible workspace
- Configure tier structures to follow naming and branding guidelines
- Include tier requirements from existing PRM or CRM fields
- Set start and end dates as well as evaluation cycles to signal when key criteria data should be reviewed for promotion
- Auto-assign access to correct tier structures based on program type and region
- Allow partners to be promoted at the end of evaluation cycles or daily
- Provide a clear picture to partners of their current tier status and progress toward promotion to next tier
- Click to see which accounts are assigned to selected tier, what their previous assignment was, and when the status was changed



## **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!](#)