Integrated Approach to Contract Revenue and Compliance

Revitas offers a free white paper discussing a recent study of manufacturing and technology professionals that examines how companies are managing their channel sales relationships.

Manufacturing and technology companies depend on channel sellers to drive revenue, Revitas says on its website. “At the same time, they struggle to apply creative channel incentive strategies, and to understand which promotions successfully drive new business. Disjointed, aging contract, revenue, and compliance management systems are largely at fault.”

The company says this study evaluates obstacles facing companies and gauges drivers that would push them to explore new alternative solutions.

Download the white paper.