

PartneRite

Revenue Acceleration: AI-Driven
Co-Sell Excellence



 PartneRite

Introduction to PartneRite

What is Co-Selling?

Co-selling also referred to as multi-partner solution is a bundled solution where the components are put together by separate entities/partners to solve unique customer problems. Co-selling helps Companies close deals 46% faster.

PartneRite is an AI powered partner ecosystem orchestration and monetization platform that unifies Partners in Enterprise B2B channel ecosystem to collaboratively solve Customer problems and streamline the catalog to settlement process.

PartneRite- the only end to end solution where every co-sell transaction is transparently configured, executed & settled



INTRODUCTION

The Backdrop

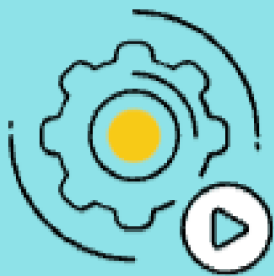
In today's interconnected business landscape, collaborating with partners has become a cornerstone of growth strategies for companies across industries. Co-selling, in particular, offers a pathway to exponential expansion and shared success by leveraging the strengths and resources of diverse partner ecosystems. However, navigating the complexities of co-selling requires a strategic approach and the right tools to overcome challenges and maximize opportunities.

PartnerRite presents this whitepaper as a comprehensive guide to unlocking co-selling success. We delve into the essential features and functionalities required for seamless collaboration and effective solutioning with partners. From partner relationship management to streamlined fulfillment and settlement orchestration, PartnerRite offers a holistic platform powered by AI to guide organizations through every step of the co-selling journey.

The Co-Selling Imperative

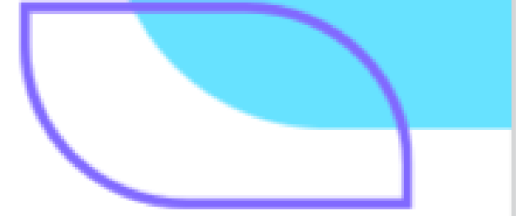
Engaging in co-selling and solutioning alongside your partner ecosystem has the potential to cultivate exponential growth and shared triumph, enabling companies to extend far beyond their individual boundaries. However, the journey to co-selling success is not without its challenges.

Navigating diverse priorities, objectives, and execution hurdles stemming from disparate systems and infrastructures requires proactive preparation and strategic alignment.



Co-selling is the
key to faster
revenue growth

Offerings



Catalog Orchestration

- Self-service Partner Onboarding
- Import/bulk upload & maintain Partner Catalog & Pricing
- Create & maintain unified offerings/MPS Catalog



Deal Orchestration

- Seamlessly Integrate with MPS Catalog
- Generate Deal specific MPS Bundle
- Negotiate real-time special pricing with Partners
- Digital deal rooms -collaboration between reps and partners



Fulfillment Orchestration

- Synchronously track coordinated fulfillment & provisioning across all Partners
- Activate Billing post fulfillment
- Monitor Billing schedules



Settlement Orchestration

- Automate and track settlement schedules.
- Concurrently integrate with Finance/ Accounting & Payment Gateways.
- Rev Rec API Support (ASC 606 & IFRS 16)

Conclusion

Navigating the co-selling landscape may seem daunting, but with the right partner and technology, success is within reach.

PartnerRite's AI-powered platform transcends traditional boundaries, guiding organizations through every step of the co-selling journey with precision and confidence.

Unlock the full potential of co-selling with PartnerRite. Contact us today to learn more about how our platform can empower your collaborative initiatives and drive exponential growth.