

Infosys Partner Program Management solution

Ushering in a new approach to evaluating partner relationships via OSC PRM



Infosys Partner Program Management application extends Oracle Sales Cloud Partner Relationship Management (OSC PRM) application functionality to offer solutions for specific needs that customers have in the PRM area. The application enables the tracking of partner performance and categorizes it as levels / tiers based

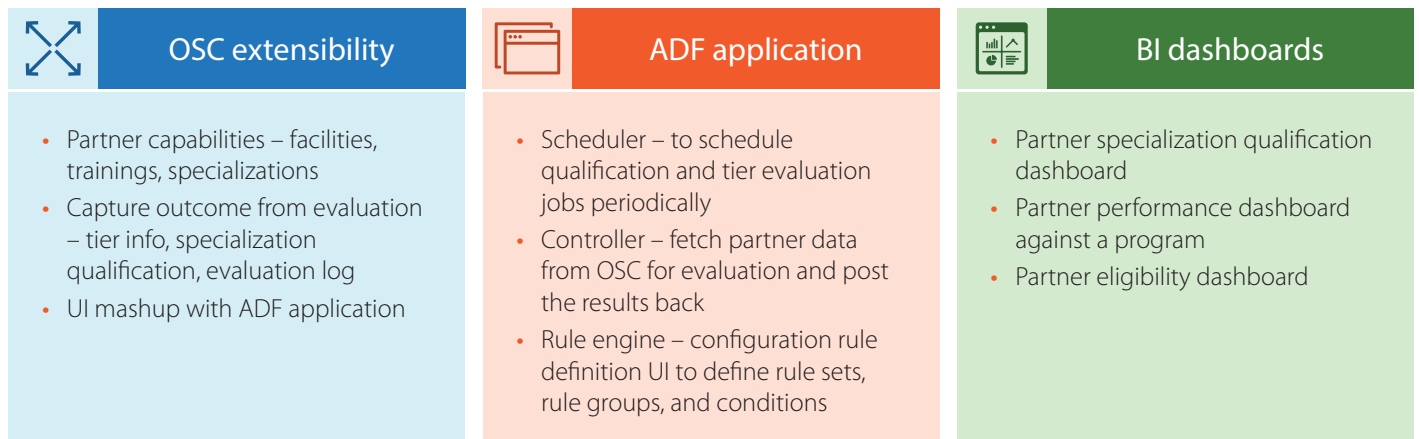
on several parameters defined as qualification rules.

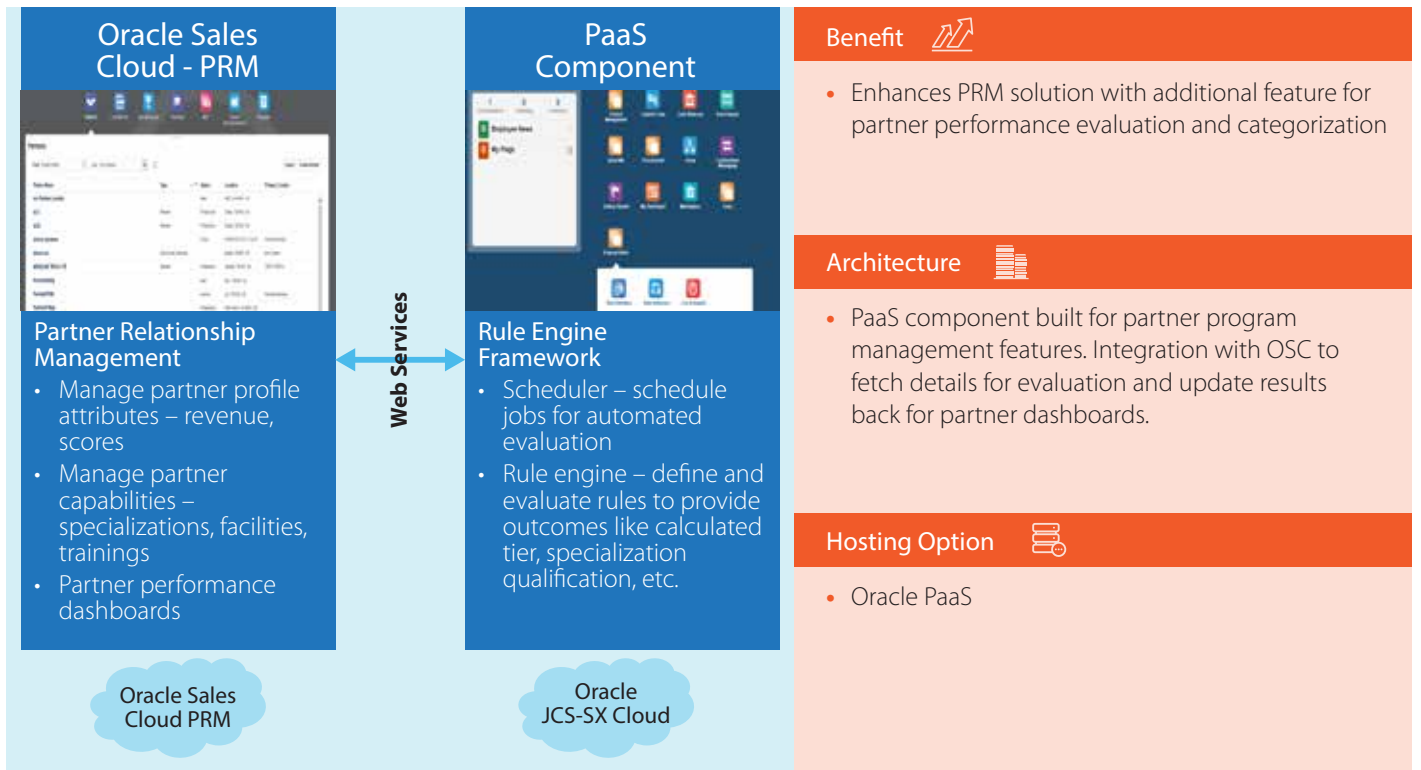
While the OSC PRM module offers extensive capability to manage partner data and provides access for partner and internal users, the Infosys bolt-on solution enhances it further by enabling customers to define complex qualification criteria for partners

to achieve a tier, and evaluate the same according to a defined schedule.

The solution offers a configurable rule definition framework to define qualification criteria based on any partner or partner-child attributes. It also extends the OSC PRM module by defining partner-child objects needed for such evaluations.

The following diagram provides an overview of our solution:





One solution for two assessments

- The app enables organizations to measure partner performance as follows:
 - Review their performance against current level
 - Understand what is needed to achieve next level
 - Revise partner contact trainings and certifications
 - Receive alerts and notifications for training expiration or program level change ahead of time
- It also enables organizations to evaluate the performance of internal sales teams by:
 - Evaluation based on skills and assigning of focus areas
 - Mandatory training and certifications
 - Assigning products and services to a sales person based on skills



For more information, contact askus@infosys.com

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