



Find your ideal sales **channel** partner  
in less than **90** days...

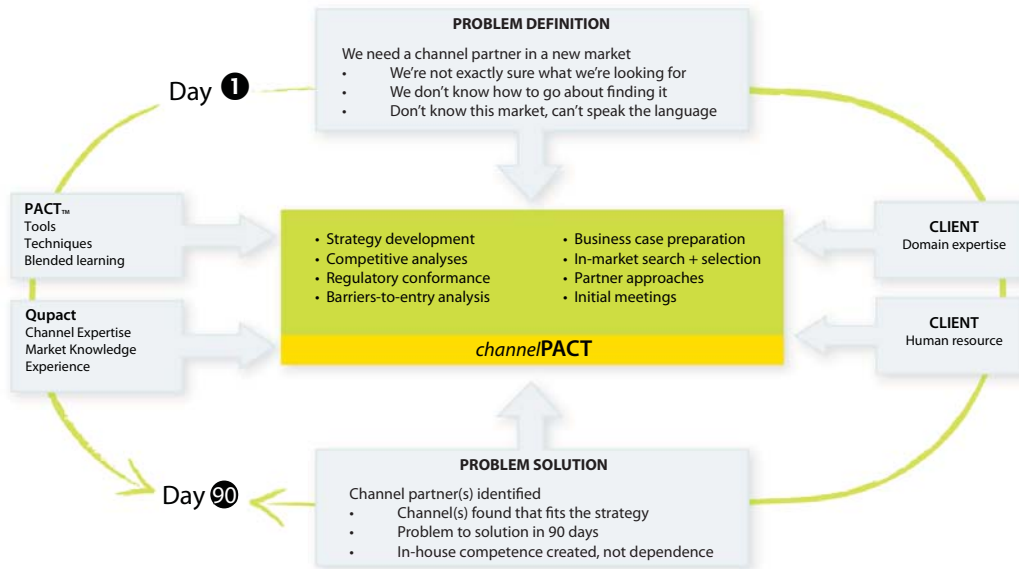
## *channel***PACT** Qupact International

### What you'll get from *channelPACT*

- A top quality, on-site channel strategy workshop
- Continued monthly visits or conferences with a senior advisor
- Industry leading blended learning on channel partner engagement and management
- In-market searches and coaching to find your ideal channel partner(s)
- Access to the full Qupact toolkit and database

## From problem definition to solution in just 90 days.

- *channelPACT* is designed to help you solve your sales channel challenge in less than 90 days. At the same time, it enables you to develop world-class competence that your company can apply again and again in new markets.



## How does it work?

○ Combining Qupact's strengths in strategy development, search and selection with the client's domain expertise virtually guarantees a result within 90 days.

Our competence is in the process; yours is in the product. *channelPACT* brings these abilities together in a unique way to deliver outstanding value and results.



## The detail

- *channelPACT* works because it delivers a unique blend of senior and research resources at critical moments in the partner appointment process. It begins with an on-site strategy workout, attended by the client's senior executives and facilitated by the CEO of Qupact. On-site meetings take place at the end of each month.

In the meantime, Qupact office based personnel are carrying out detailed competitive analyses and preliminary channel searches. In months 2 and 3, a researcher from the client company is placed in Qupact's office for a week each month. In month one, he/she is provided with intense **trainingPACT** learning and carries out detailed searches, using the Qupact toolkit and resources. In month two, he/she is assisted in preparing business propositions, approaching partners and setting up appointments.

