Channels Analysis provides a comprehensive view of the key issues affecting the sales, marketing and distribution of technology products and helps channel managers develop strategies that deliver business results.

Content overview

Content

- Continuous analytical reports
- Presentations on channel and vendor titans
- Distributors/resellers by vendor databases
- Distributor 'Point of View' reports

Access to:

- Candefero - the online global channel partner community
- Quick polls on channel insights
- Mini-surveys on channel trends

Service options available

[Request full list of content]
Access and support

Unlimited inquiry
Direct access to analysts who respond to questions within the topic scope within 24 hours

Feature-rich tools, unlimited access
Individual access to client website, spreadsheets and published content

Trends analysis
Frequent data and analysis reports produced using a strict methodology and global definitions

Conclusions and advice
Insight and recommendations delivered via analytical reports and direct access to our experienced analyst team

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