

ChannelOnline™

Synchronize and Control the Sales Cycle

- Total control of your entire sales cycle
- A hosted application to run your reseller business effectively
- Improve sales productivity, profitability, and customer service by automating back-office functions

OVERVIEW

ChannelOnline is a sales-cycle automation solution that's designed to give small to medium-size resellers all of the operational advantages of their large competitors - empowering them to maximize margins, increase revenues, as well as increase customer satisfaction. ChannelOnline provides resellers with a fast, resourceful, and effective Web-based service that automates key business processes and transactions, giving resellers total management control over the complete sales cycle. ChannelOnline is unique in synchronizing dynamic employee, customer, supplier, pricing, and product content into a single application and provides integration with leading distributors, carriers, and third-party service providers. More than 2,500 resellers in the U.S. and Canada use ChannelOnline every day to access critical product information on approximately 800,000 IT and consumer electronic products.

FEATURES

- Catalog and product management
- Customer management
- Quoting management
- E-commerce store
- Administrative management
- Purchase order management
- Report generation
- Back-office integration
- Contract and configuration imports
- Personal "MyChannel" dashboard



BENEFITS

- Increase margins and revenues
- Save time on small orders and empower sales reps to focus on larger deals and customers.
- Improve customer service
- Self-service capabilities empower customers to find products and manage order status.
- Convenient
- Online access wherever you are.
- Enhance productivity
- Submit purchase orders from the same interface you use for your quoting, sales and sourcing activities.
- Built-in supplier connections
- Direct access to major IT and CE product distributors list of suppliers, visit: <http://bit.ly/channelonline>

OPTIONAL FEATURES

- QuickBooks Connector
- ConnectWise Integration Service
- Additional public and private stores
- Assisted look and feel “skinning” of stores
- Shopping engine export
- Authorization workflow on store/CPAS (company purchase approval system)
- Custom supplier integration
- XML connectivity and support
- Store “punchout” to end customer
- procurement systems
- Custom domain name option
- Automated XML order notification

We understand your business and the challenges you need to solve.
Apply proven best practices to your eBusiness with ChannelOnline.

CNET Content Solutions, a division of CBS Interactive, is the world's leading independent source of product information. With detailed content in 36 markets on over 6 million technology products in 18 languages, CNET Content Solutions converts shoppers into buyers by providing product information and creating solutions that empower businesses to improve their customer experience and bottom line. Customers include CDW, Computacenter, Dabs.com, Dell, Hewlett-Packard, Insight, Microsoft, OfficeMax, PC World Business, and Tech Data.

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