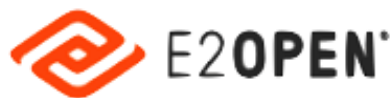




Club 50 meeting

The effects of Coronavirus on the Channel and
how vendors can help

Polling Results



The Spur Group



Ziftsolutions®

Club 50 Advisory Board



Craig Schlagbaum



Taylor Macdonald



Joe Sykora



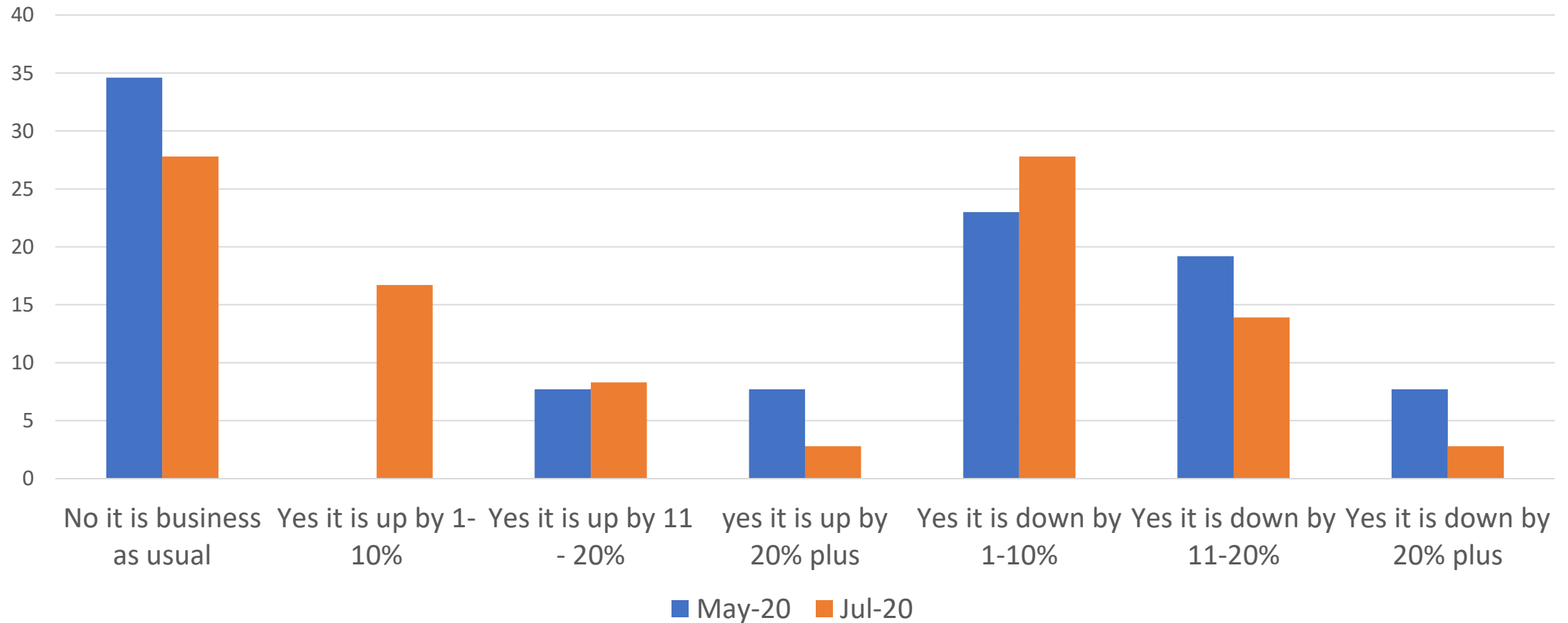
Sandra Glaser Cheek



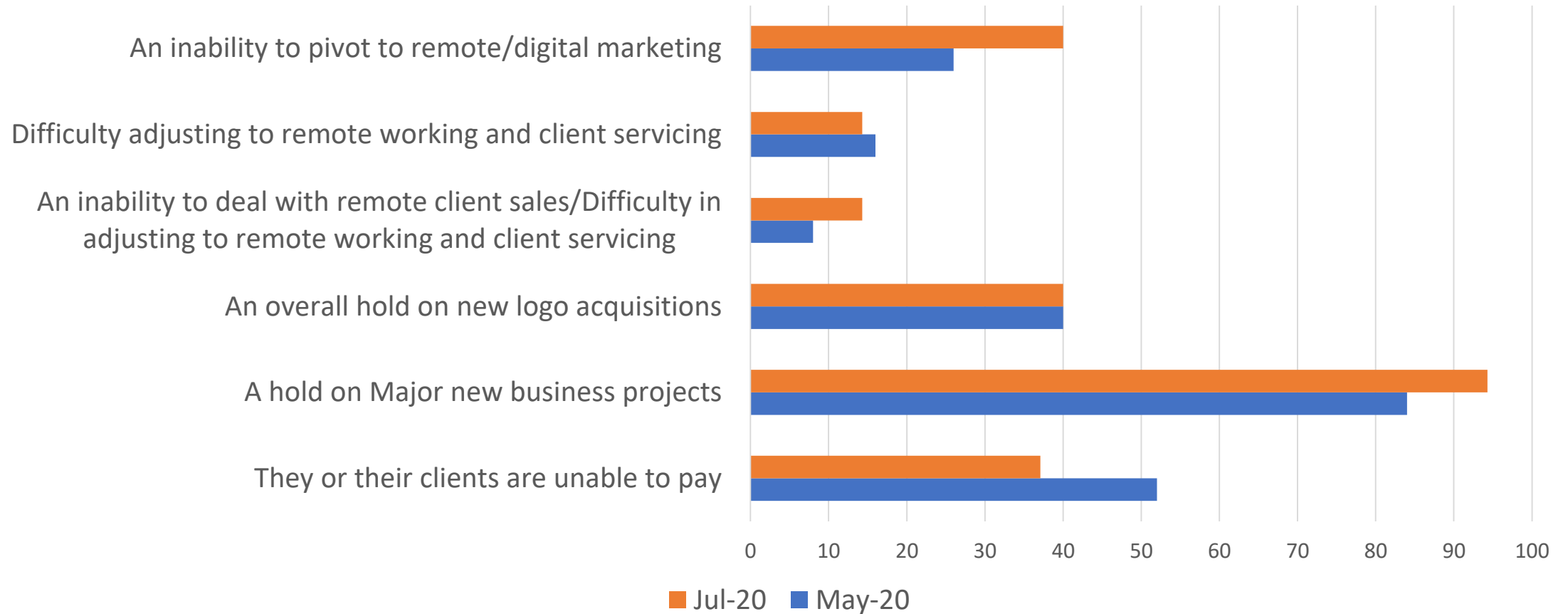
3 most important issues

- Which types of Channel partners are winning and why?
- How should our Channel programs change to gain maximum partner performance in the new normal
- How do we help partners pivot their sales and marketing efforts in today's Social distancing environment?

Has your forecast for channel sales been adjusted due to COVID-19

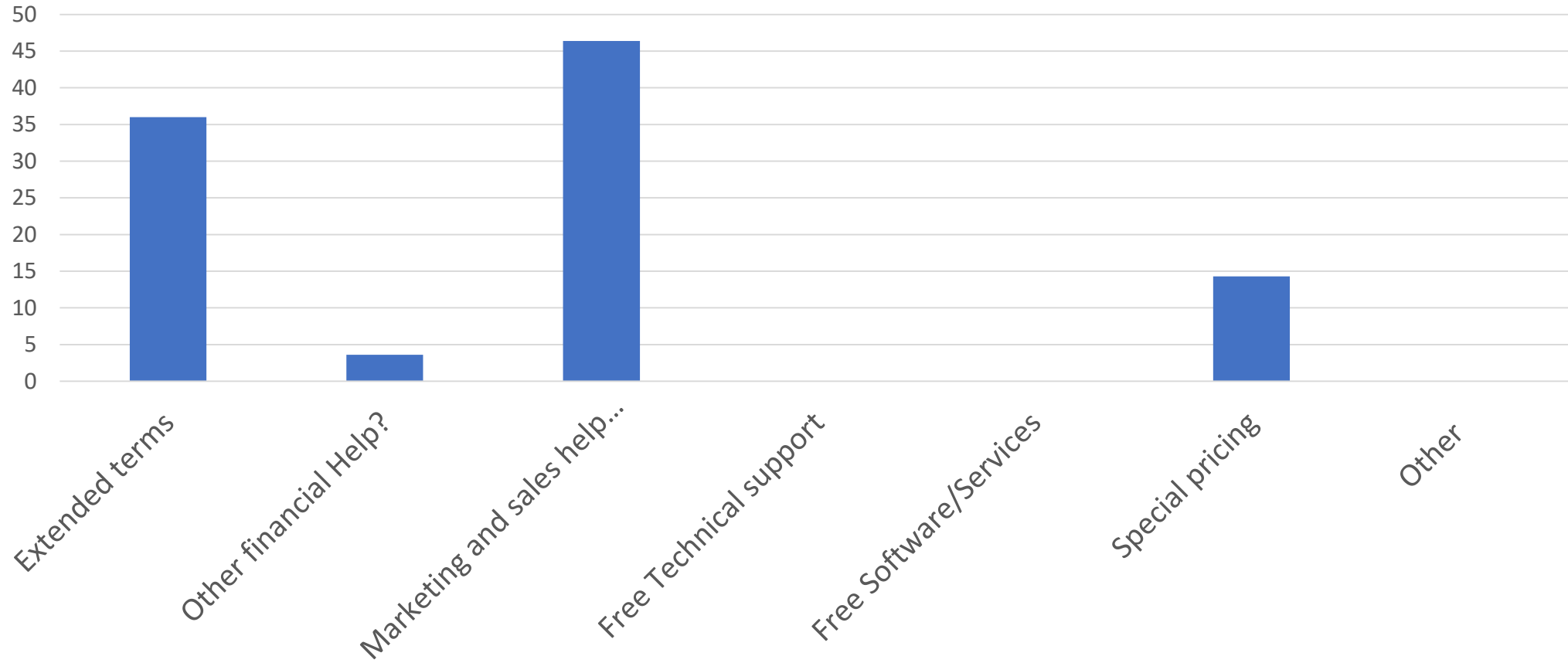


What are your partners biggest challenges?



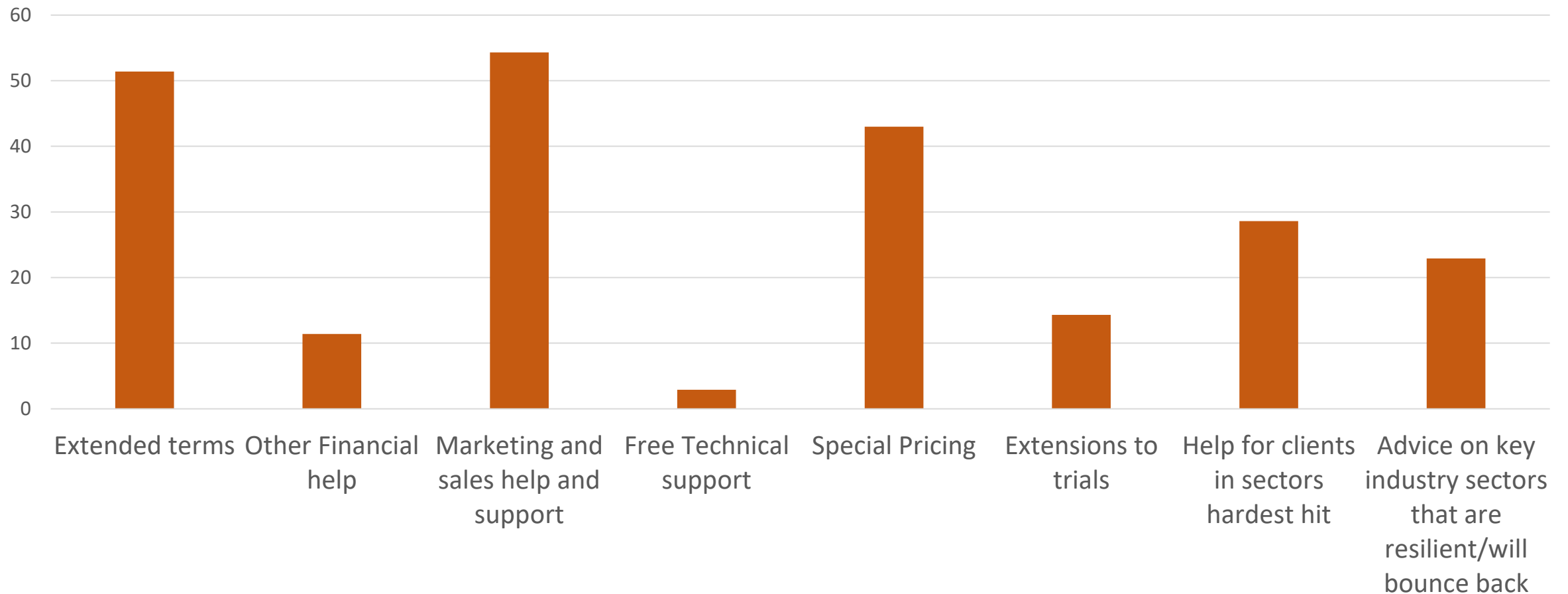
What is your partners most important request?

May answers

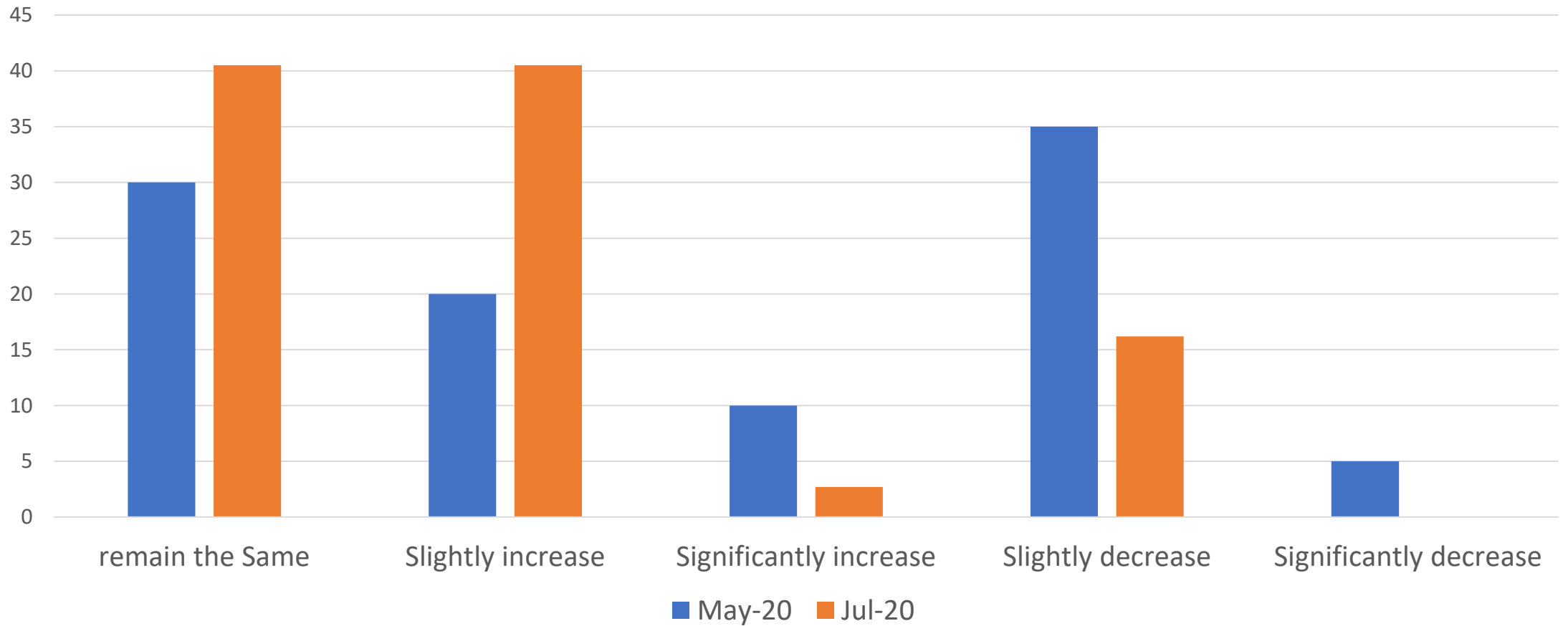


What are your Partners most important requests?

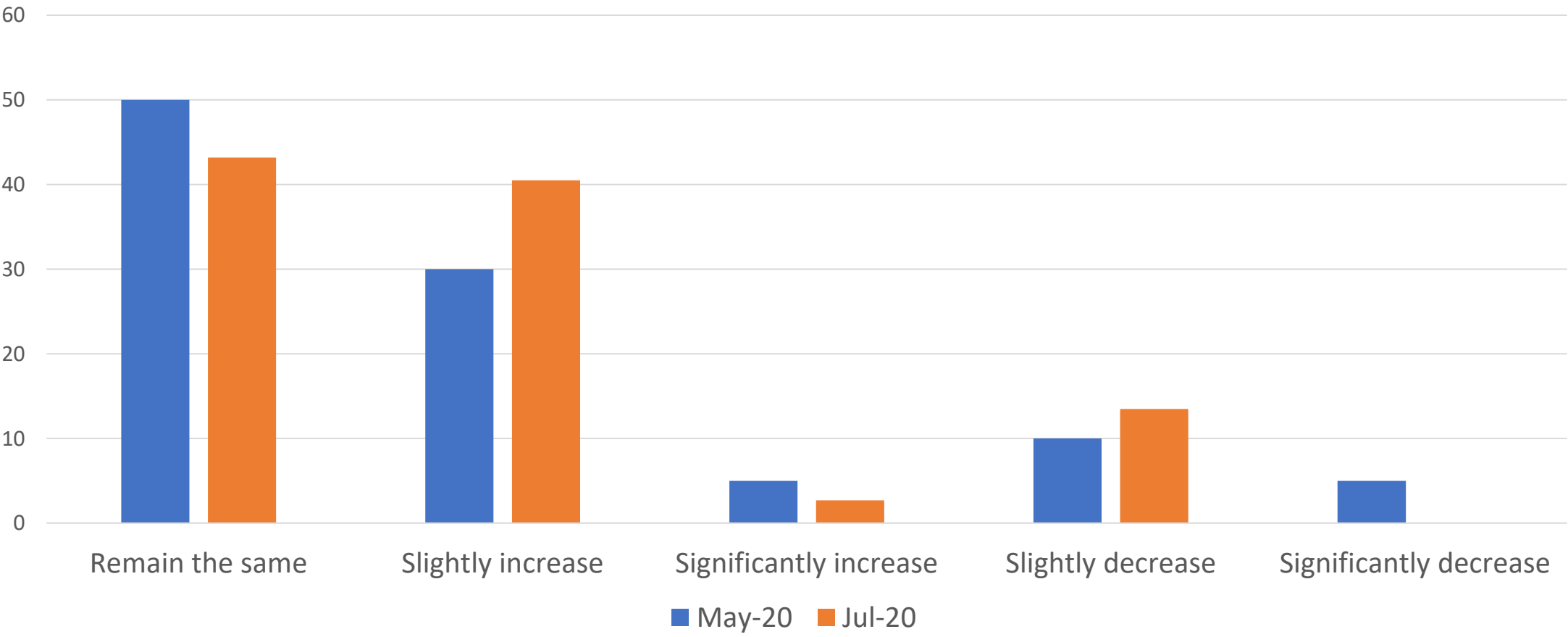
July answers



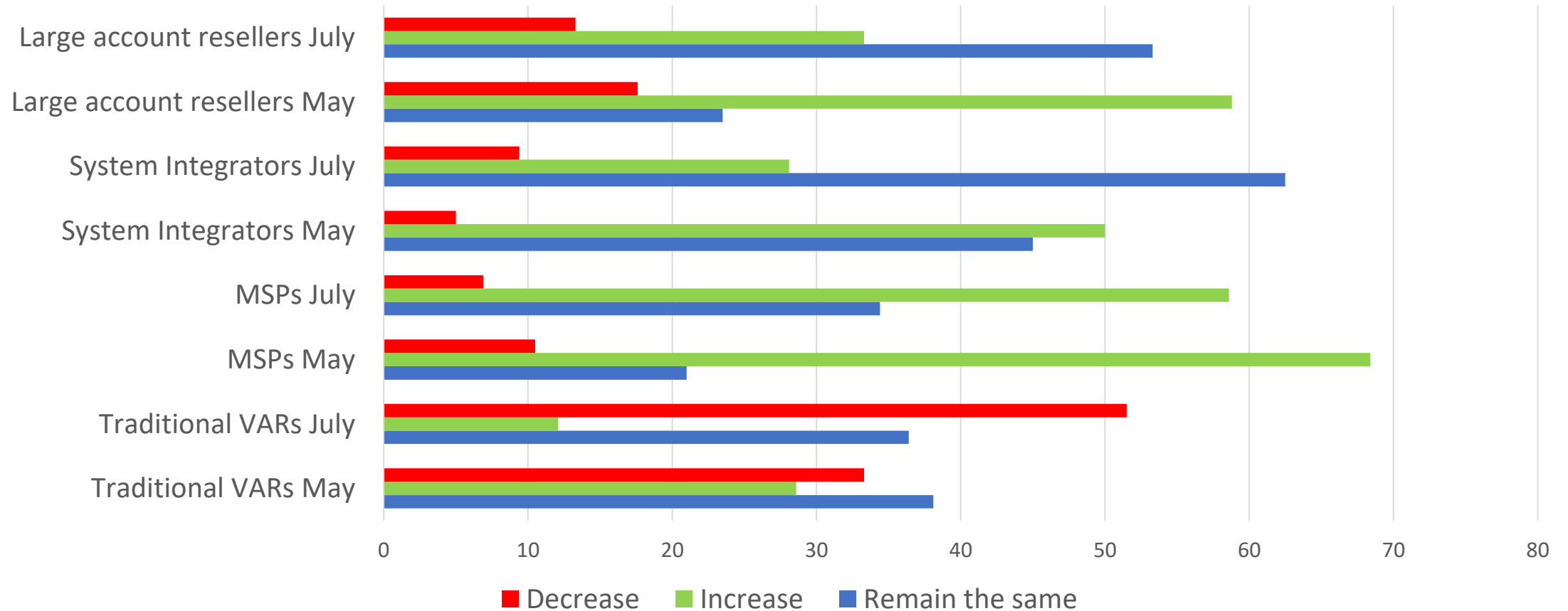
Is your Channel budget likely to?



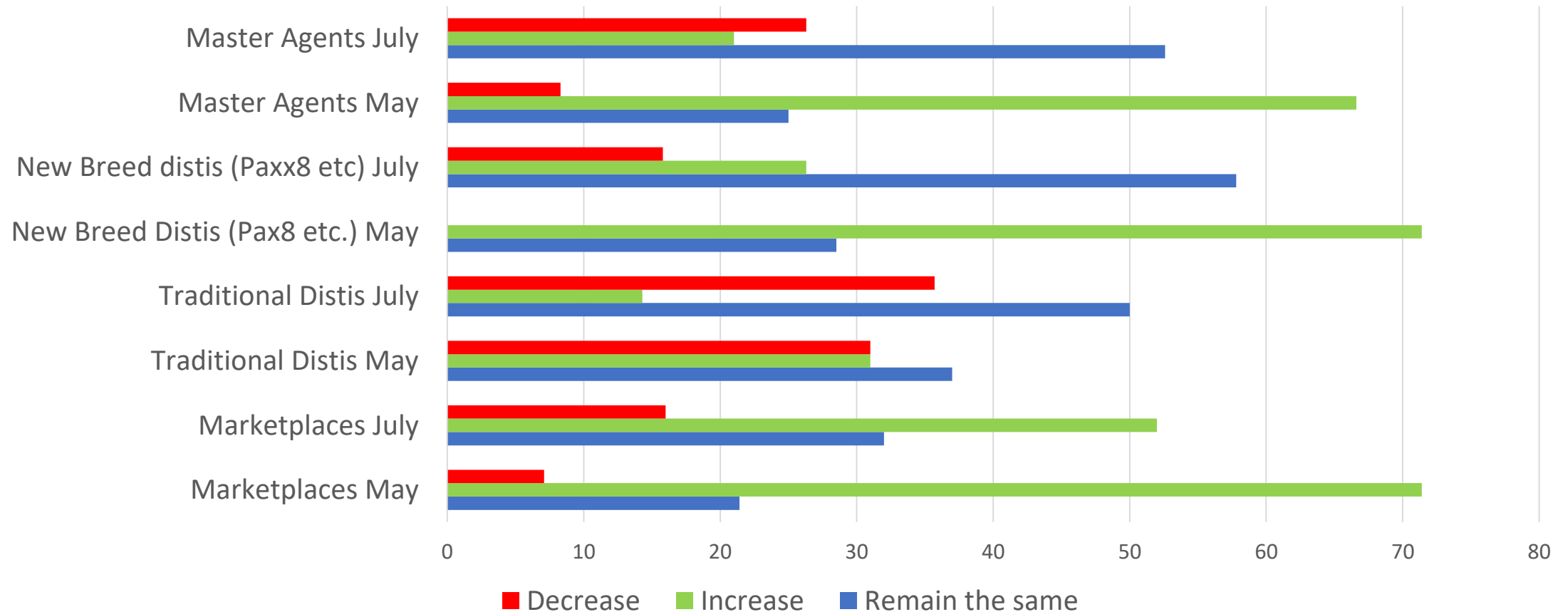
Is the planned headcount for your Channel Team this year likely to?



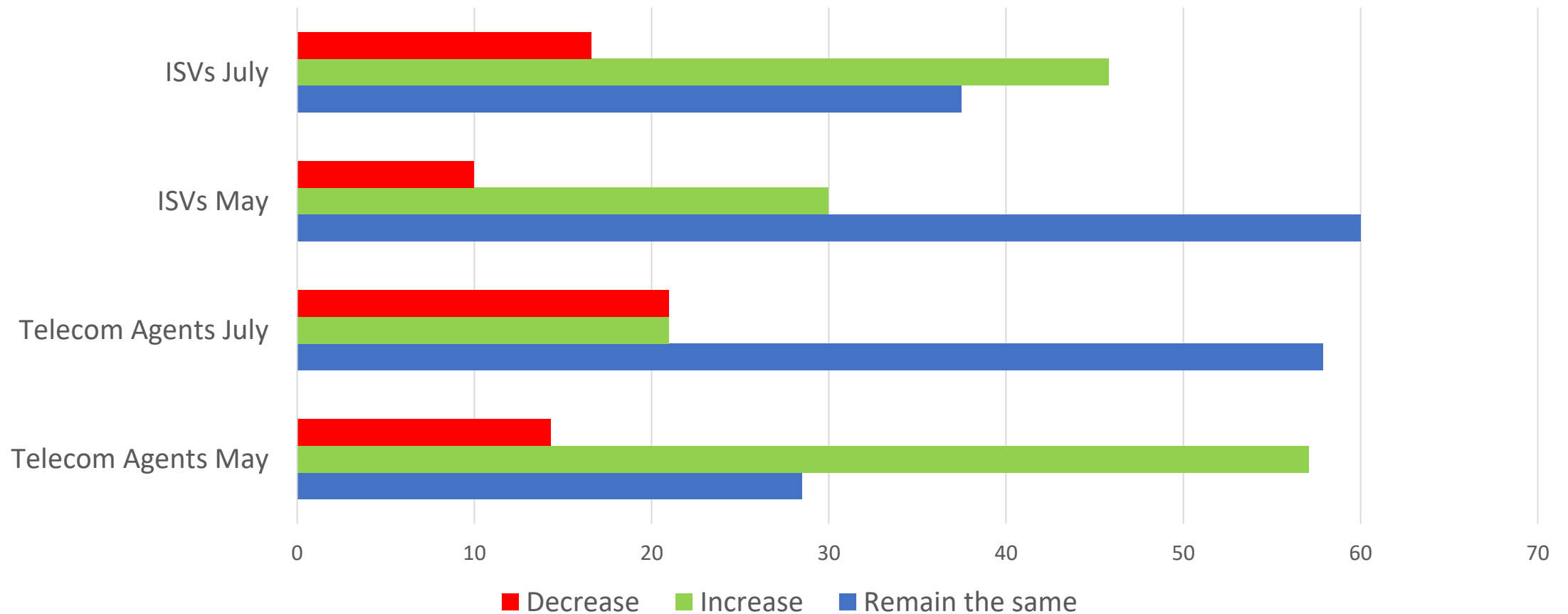
Since Covid began have you seen sales through the following channels



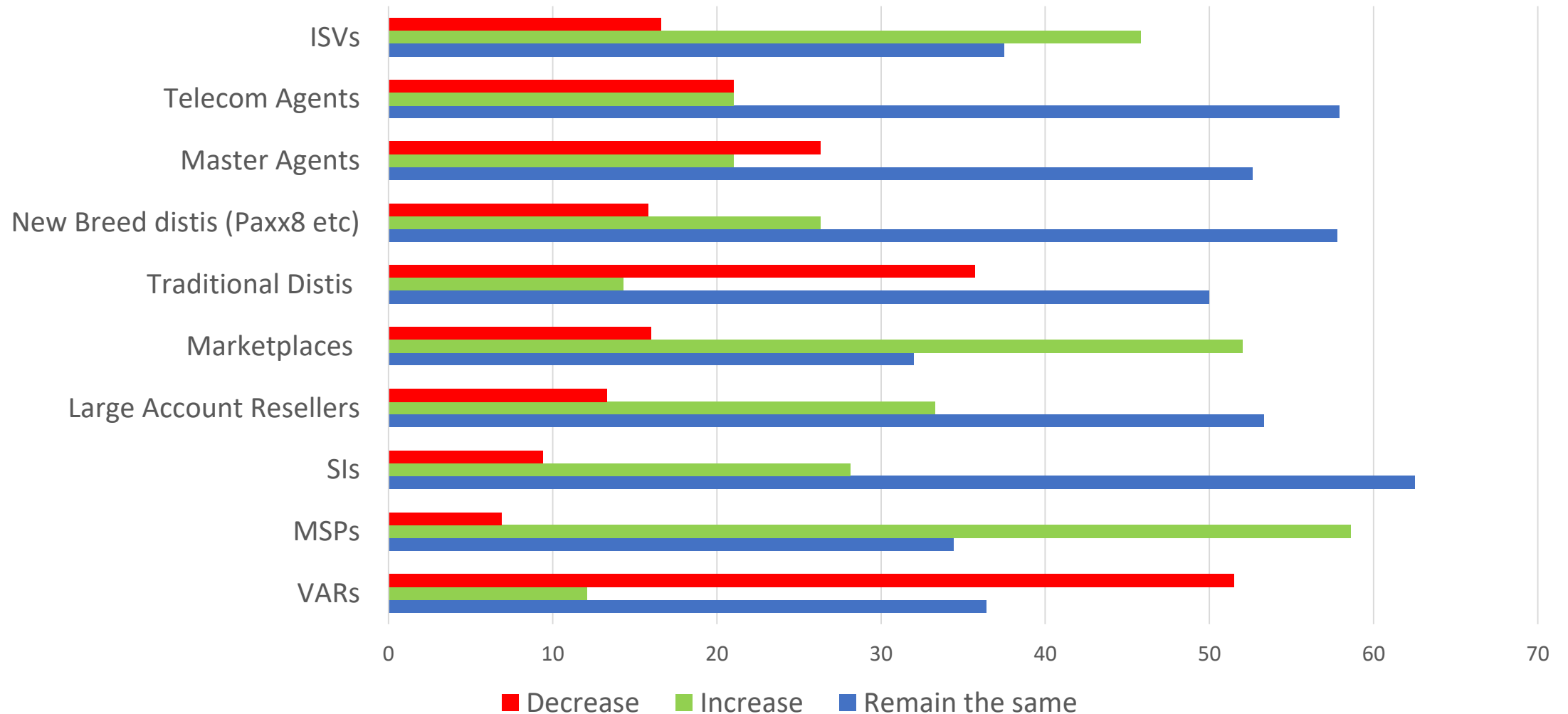
Since Covid began have you seen sales through the following channels



Since Covid began have you seen sales through the following channels



Since Covid began have you seen sales through the following channels (July results only)



Which key actions have you taken or are you planning as we begin to ease restrictions?

