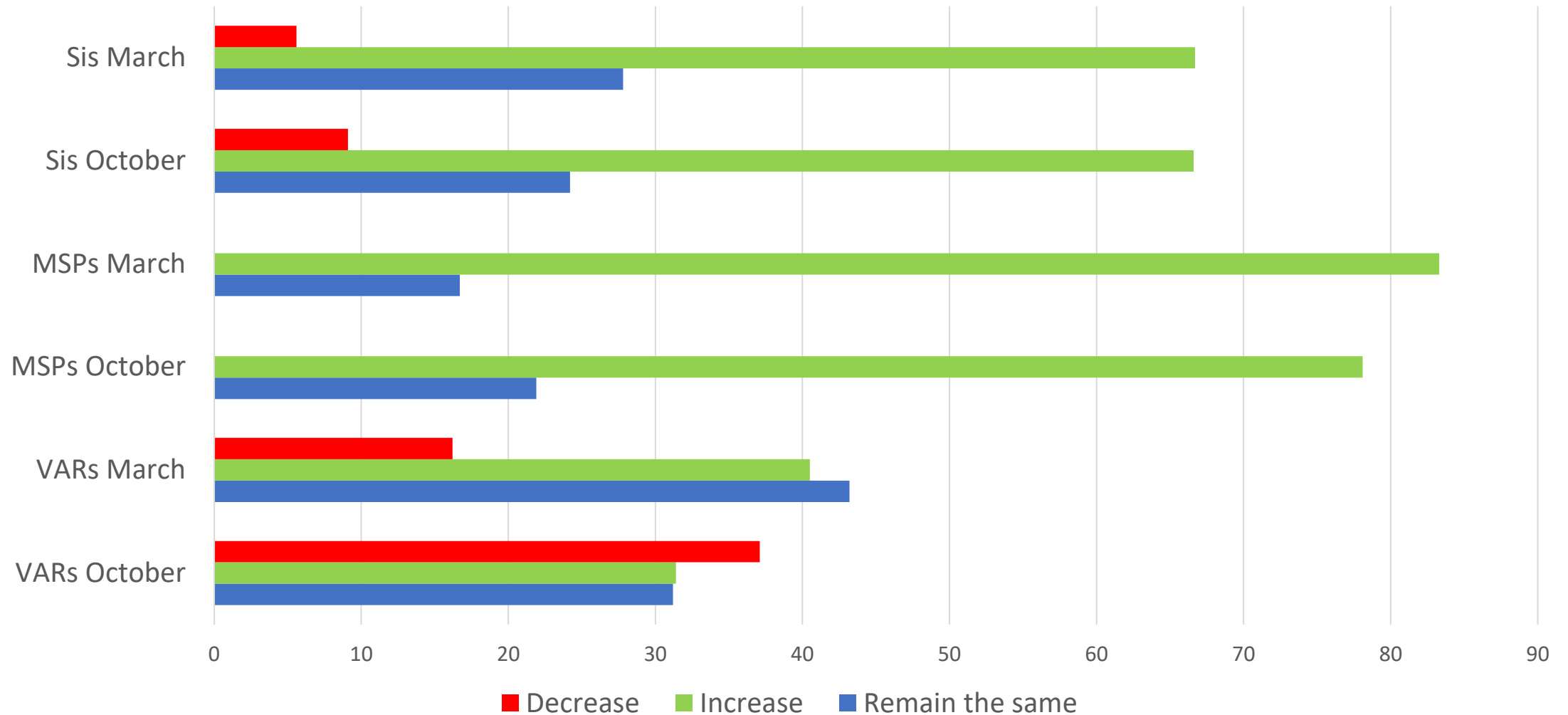




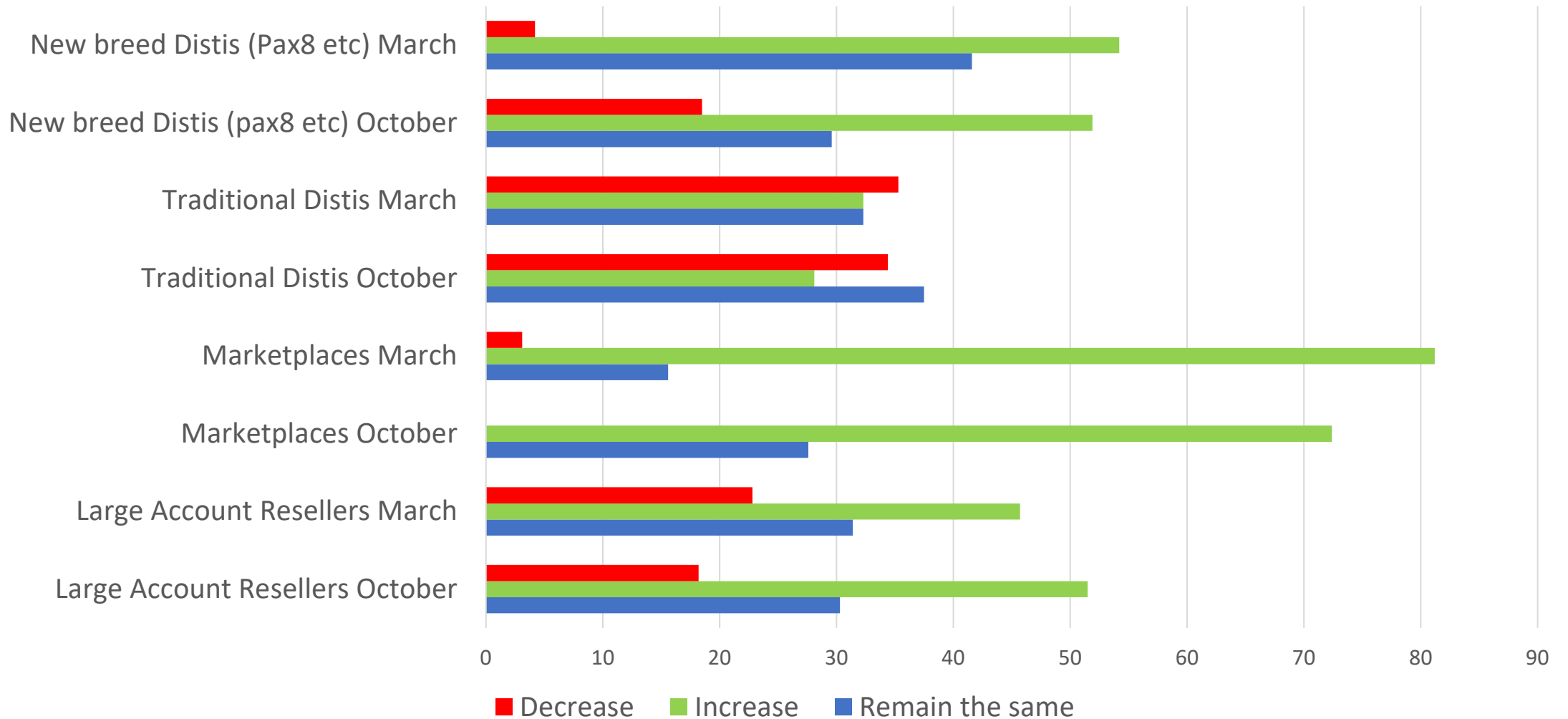
A look at 2021 – where are we?

The Research results

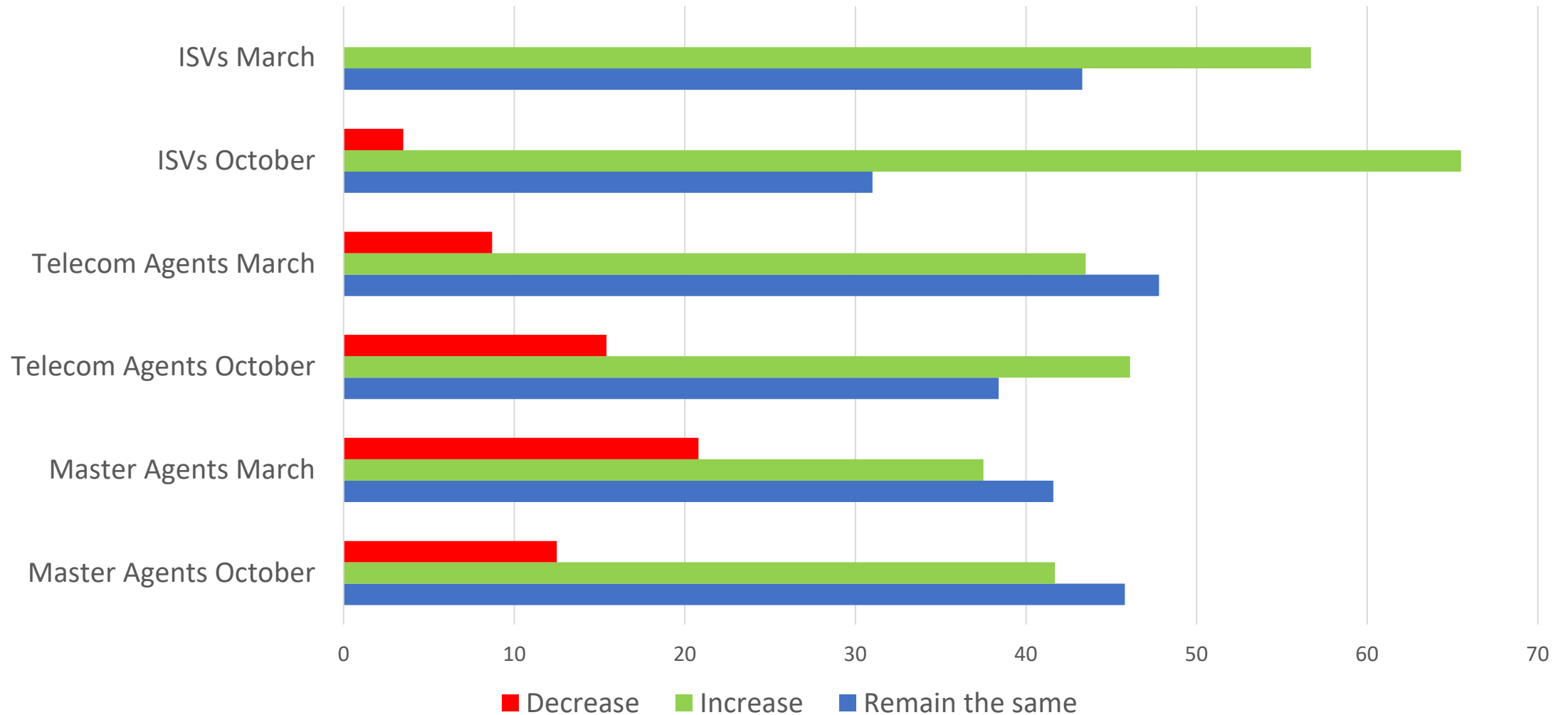
As you forecast 2021 do you see sales through the following channels



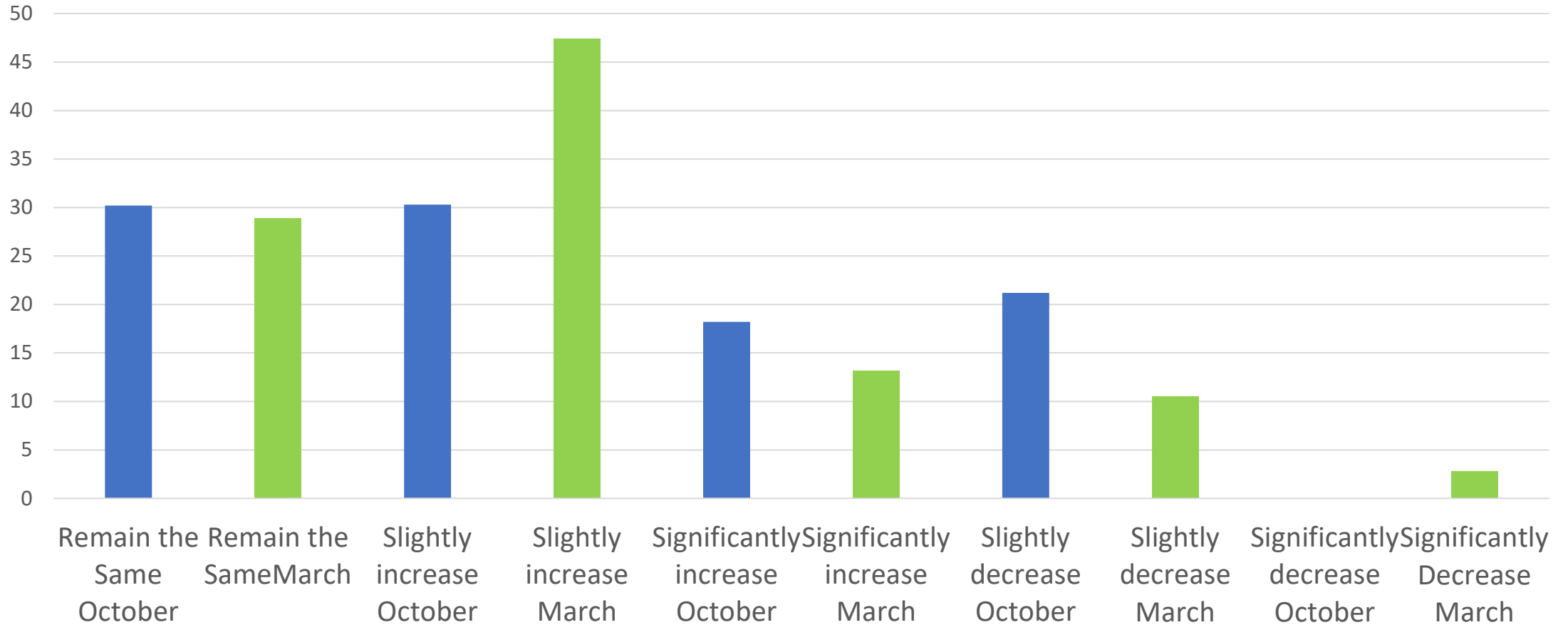
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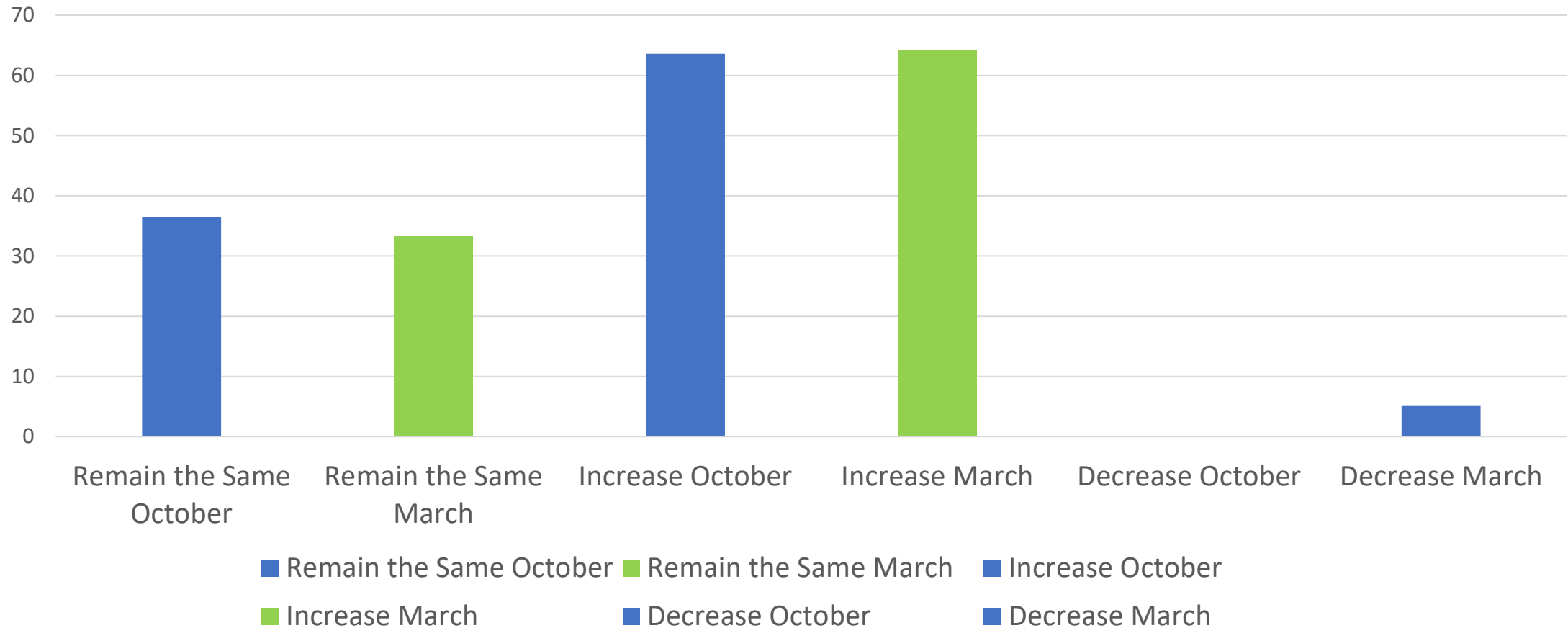
As you forecast 2021 do you see sales through the following channels



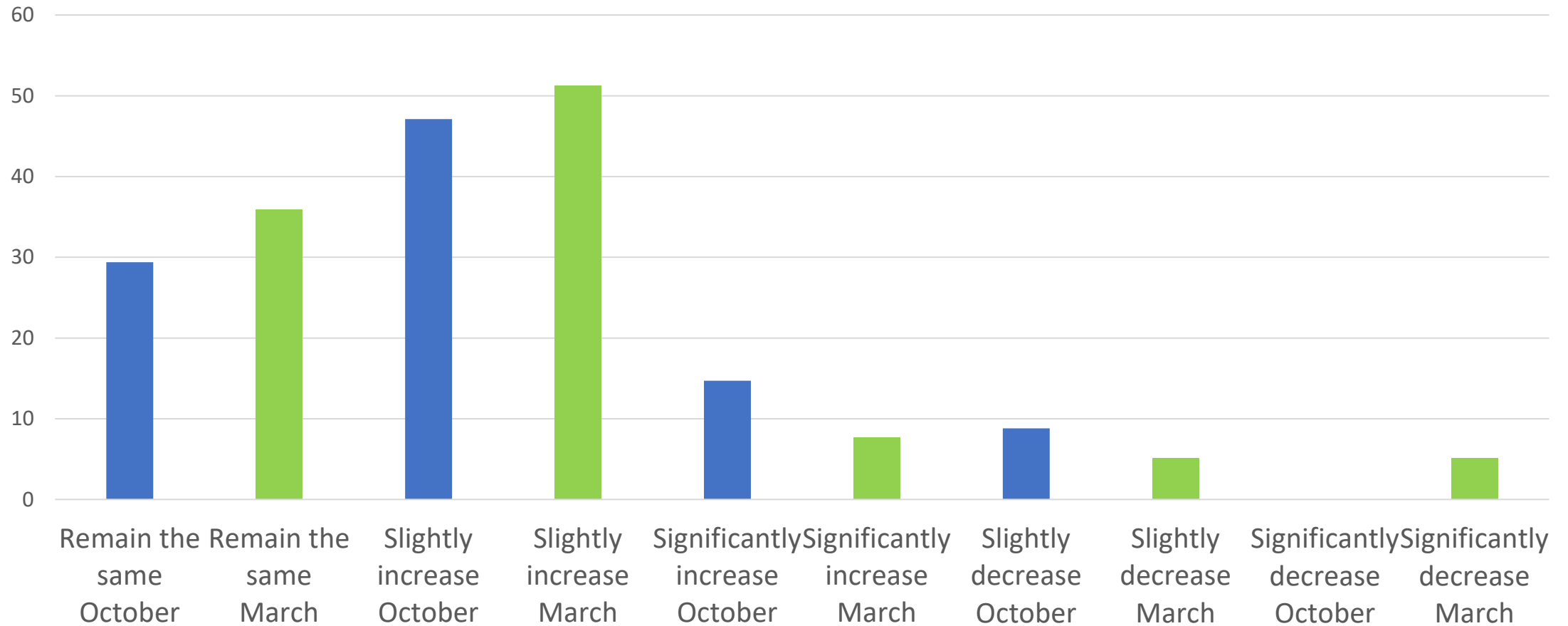
In 2021 is your Channel budget likely to?



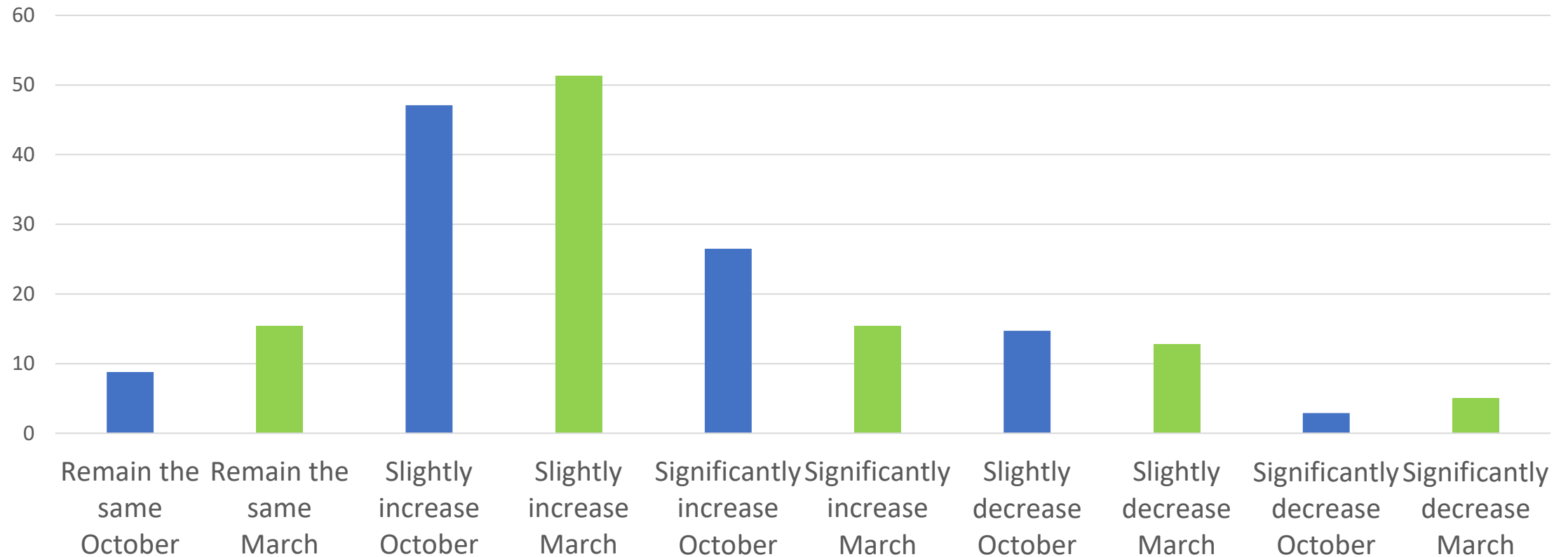
In 2021 in your Organization will the importance of the role of Channel Chief?



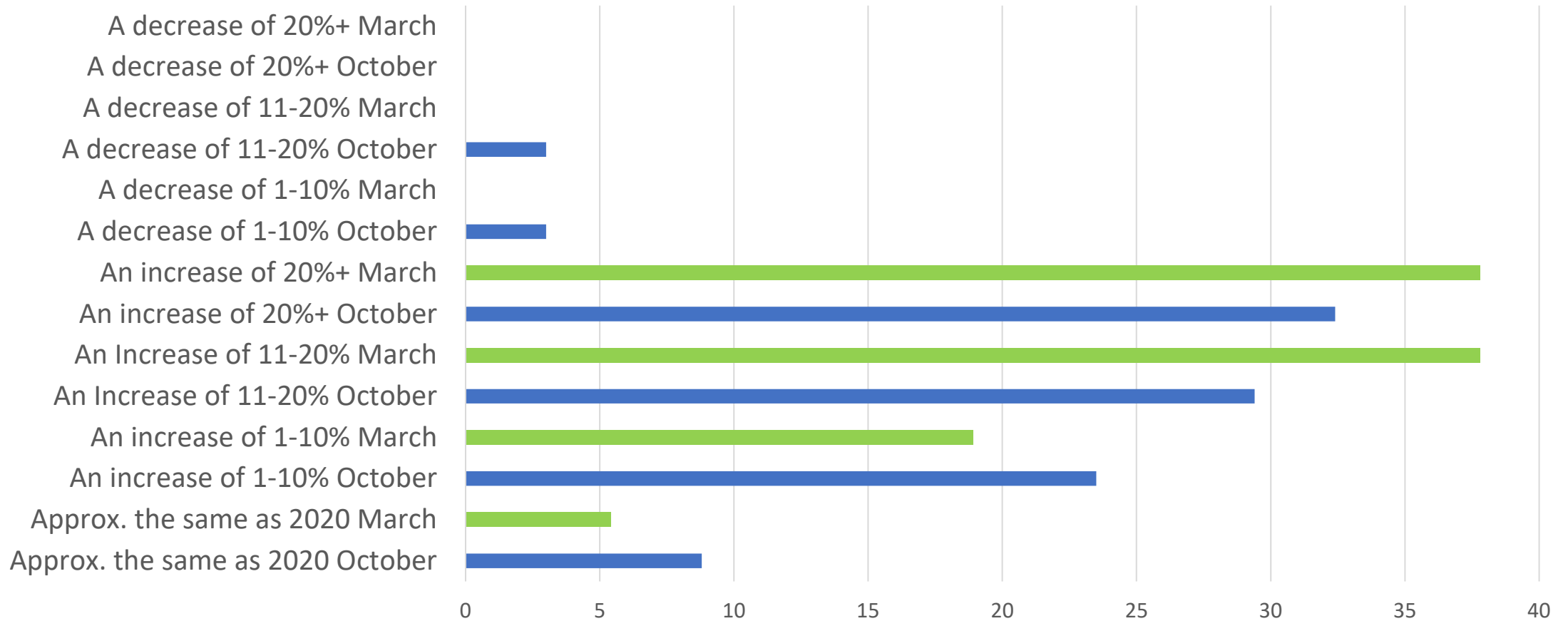
In 2021 is the headcount of your Channel team likely to?



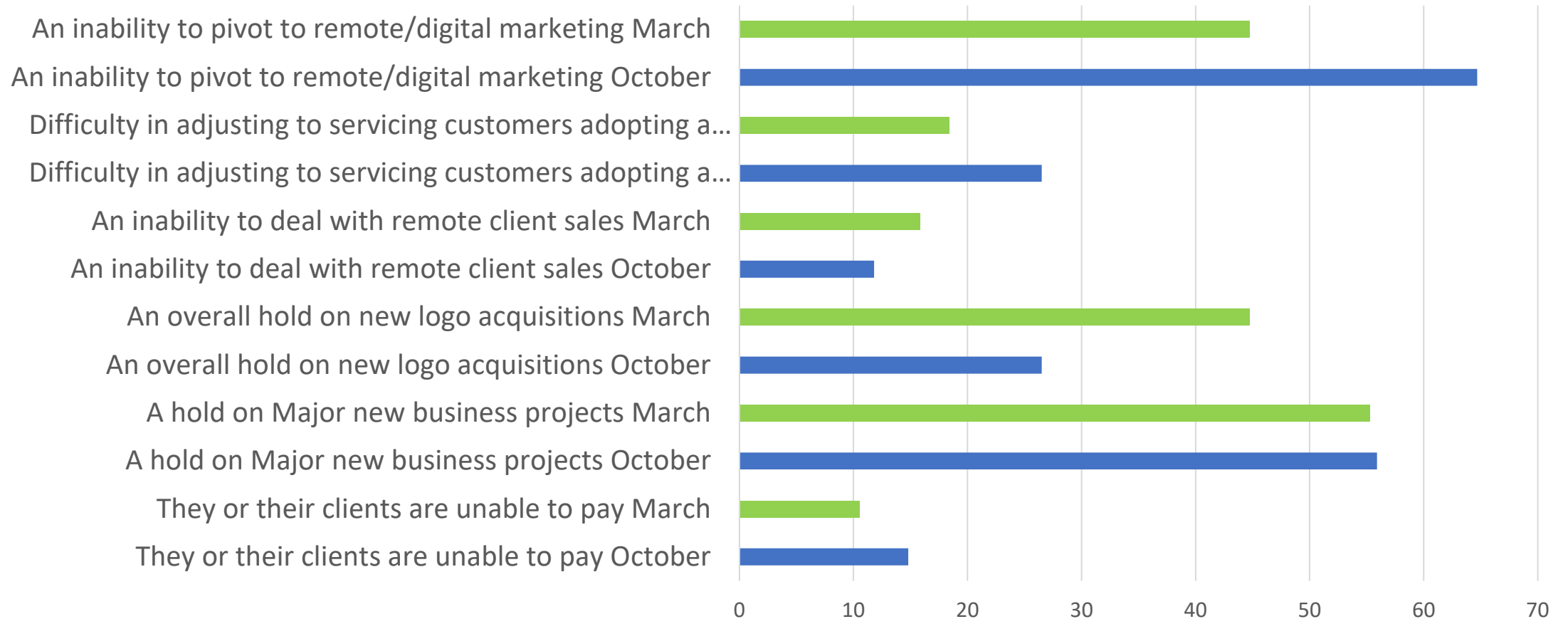
In 2021 are the number of partners in your Channel program likely to?



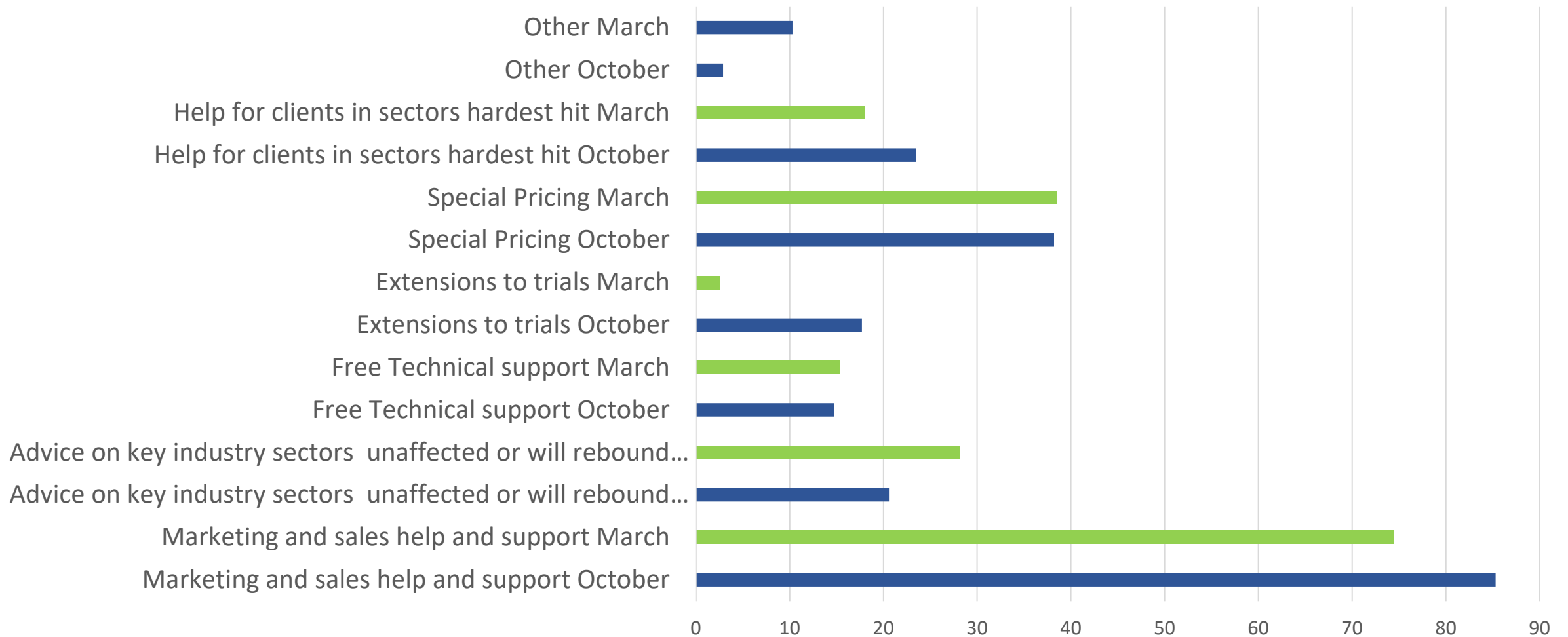
How does your forecast for Channel sales in 2021 compare to 2020?



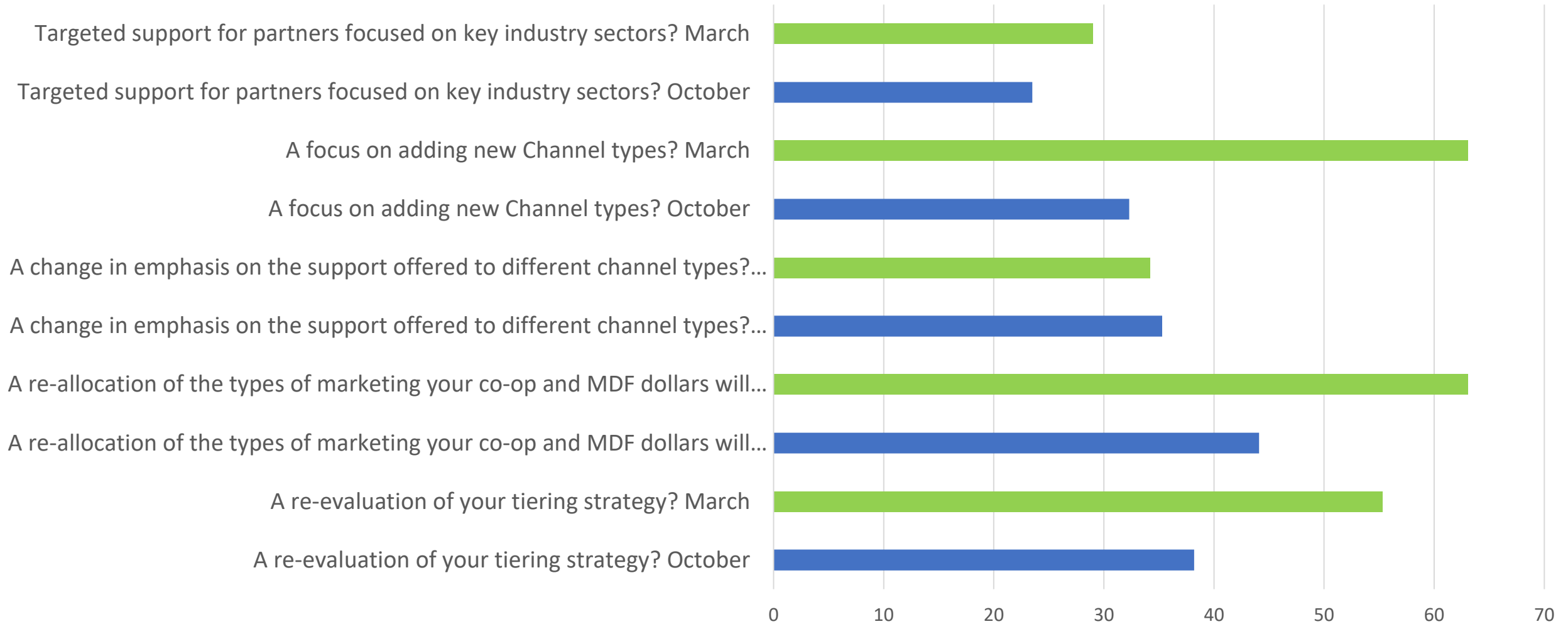
What do you see as your partners biggest challenges in 2021? (check all that apply)



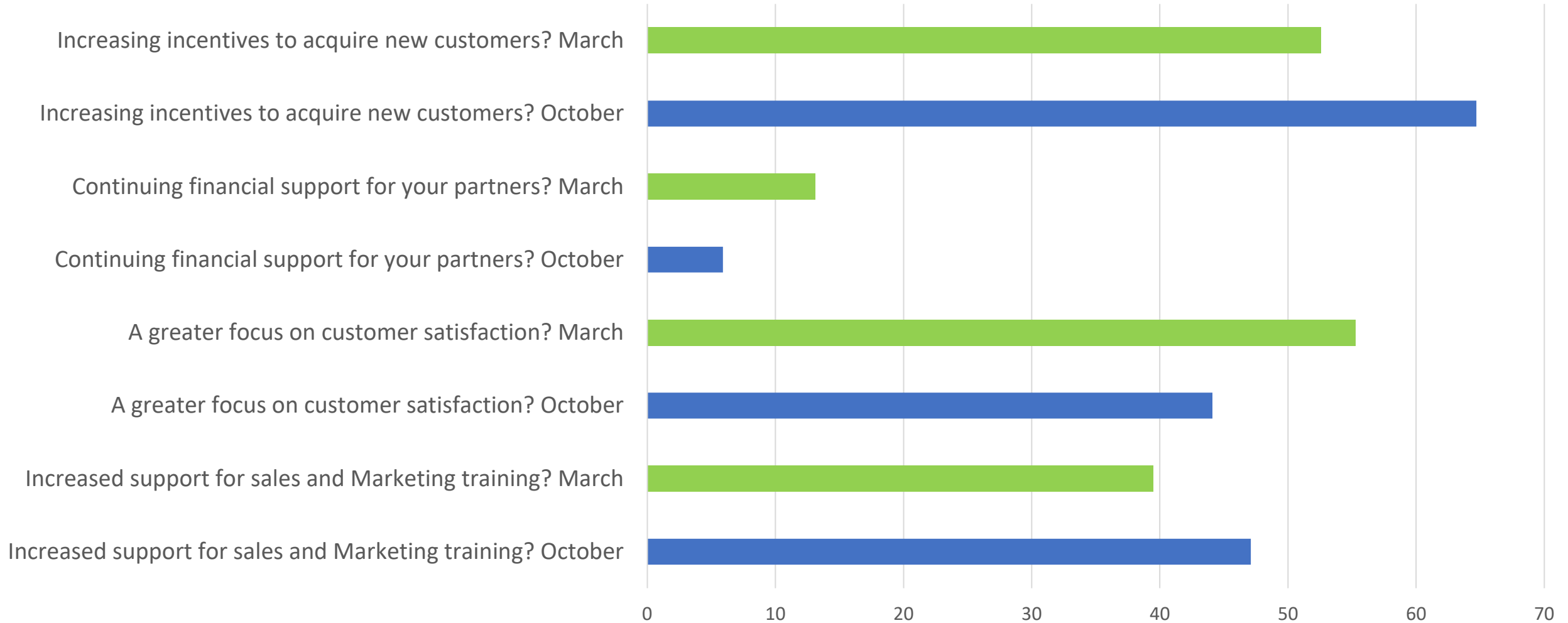
In 2021 what do you foresee as your partners most important request?



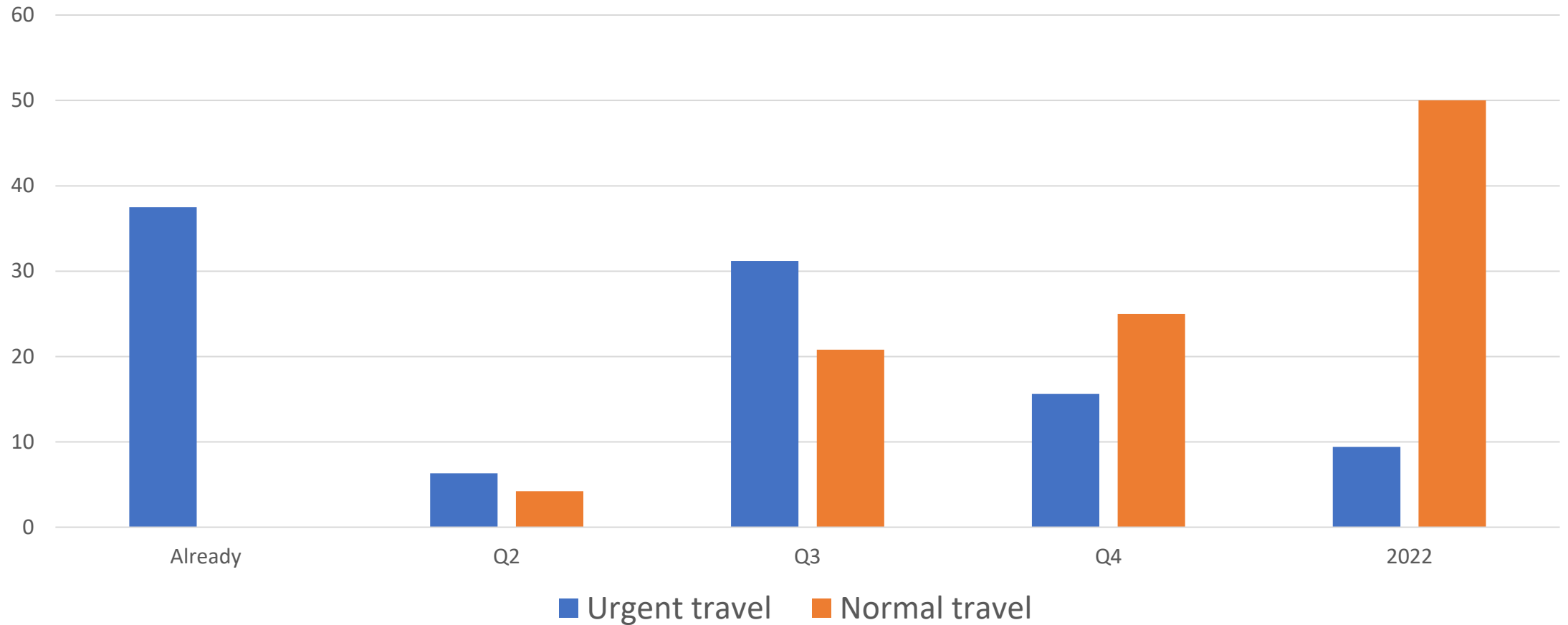
Which elements of your Channel strategy are you looking to change, or will you place more emphasis on in 2021? (check all that apply)



Which elements of your Channel strategy are you looking to change, or will you place more emphasis on in 2021? (check all that apply)



Business travel will be resume (when sanctioned)



Business travel will resume (Cumulative)

