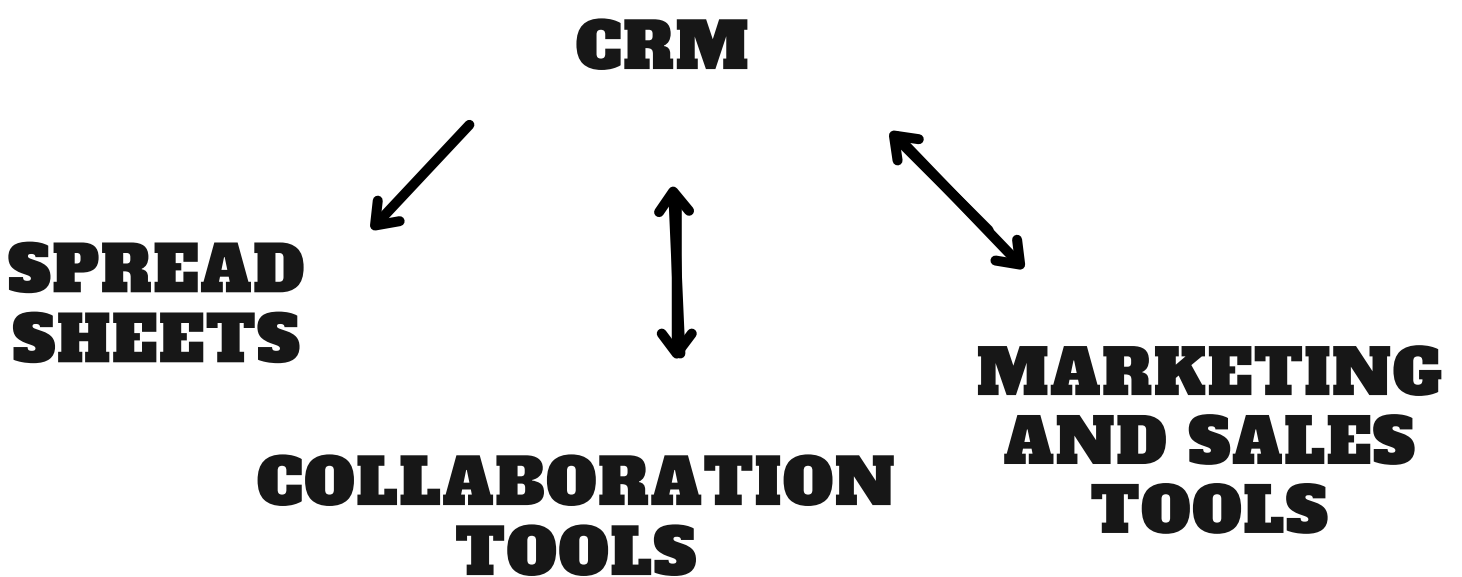


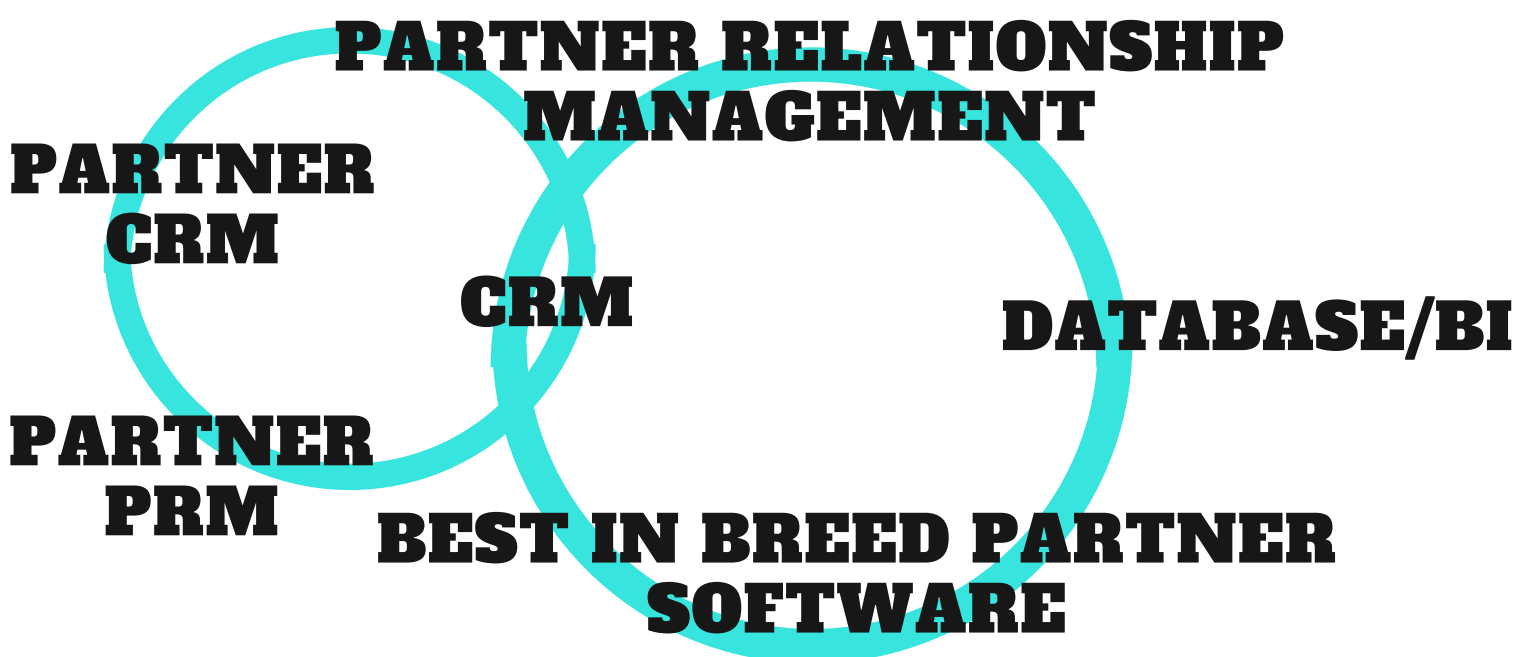
THE PARTNER TECH STACK

PRM and BEST IN BREED SOLUTIONS

SMALLER PARTNER ORGANIZATION



SCALED PARTNER ORGANIZATION



BEST IN BREED PARTNER SOFTWARE

1

PARTNER ACQUISITION

Partner to partner
marketplaces

Account mapping
software

To-partner marketing software

2

CO-MARKETING

Affiliate marketing software

Account mapping software

Through-channel marketing

Partner incentive management

3

CO-SELLING

Account mapping software

Partner incentive management

Channel sales and inventory management

Joint business planning management

4

PARTNER TRAINING

Partner learning management systems

5

BUILDING AND MONETIZING PRODUCT INTEGRATIONS

App marketplaces

Integration marketplaces

iPaaS



Get our free guide for assembling your partner tech stack with info on 76 vendors and results from a survey of 100+ partnership leaders.

<https://pandium.com/resources/the-partner-tech-stack-vendor-review/>