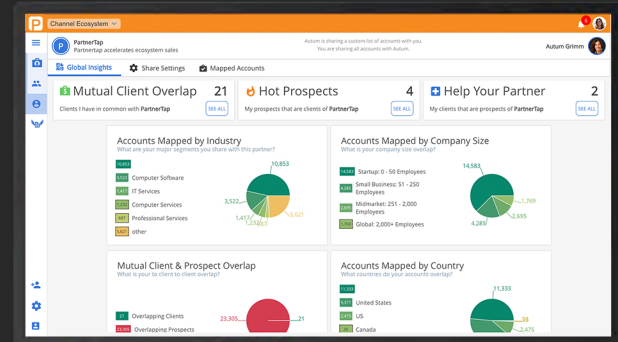
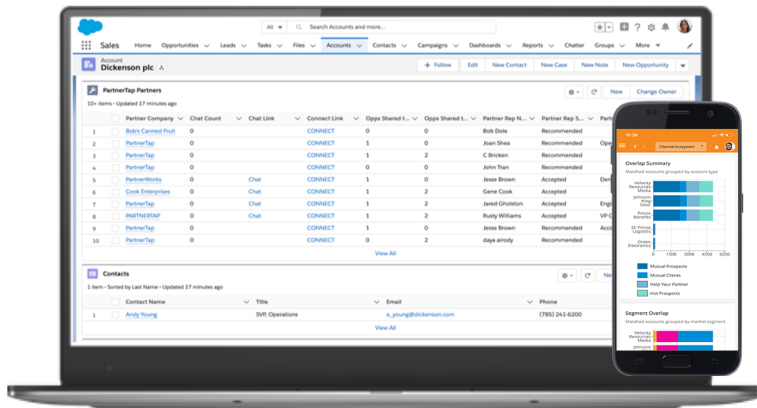


Always up-to-date partner data for each account

Ensure sales always has an up-to-date view of each partner, their aligned accounts, and who owns matched customer relationships with automated account mapping.



Empower sales teams with a shared view of accounts



Sales rep view

Give each rep their very own tailored view of partner sales reps working in their territory and engaged on their current accounts.

CRM-to-CRM data exchange

Keep your partner information up-to-date and secure by connecting PartnerTap with both your CRM – and your partners' CRM system.

CRM-to-Spreadsheet data exchange

Want to work with partners who don't want to connect their CRM's? No problem, they just upload their spreadsheet and PartnerTap instantly identifies your shared accounts and new opportunities.

Machine learning algorithms

PartnerTap's machine learning algorithms give you the most accurate enterprise account matching in the industry.

Upload partner lists from Excel

Want to start immediately? Run your Excel lists of accounts, sales reps and opportunities through PartnerTap to quickly see which partners can help.

Empower channel managers to scale

Impress and onboard new partners

Impress partners and get them started on a successful path with an instant list of accounts and opportunities your teams can work on together.

Upgrade your spreadsheets

With a real-time, channel-manager-to-channel-manager view of all your joint accounts, opportunities, account owners, and revenue for each partner.

Manage partner field engagement at scale

See where you can deliver substantial impact across your partner ecosystem and turn your ecosystem into a competitive moat around your customers.

Recruit and woo a new partner

Is your partner not yet on PartnerTap? That's ok too. Upload their list of accounts and watch their jaw drop when you send them back intelligence on the accounts you can work on together.

The screenshot shows the 'Mapped Accounts' section of the PartnerTap interface. It displays a table with columns for Account, Account Type, PartnerTap Account Type, Account Owner, PartnerTap Account Owner, and Account Id. The table lists various accounts, including 1&1 Internet Inc., 24 Hour Fitness, 24/7, Inc., 3M, A Wireless, AAA Mid-Atlantic, ABM Industries Incorporated, ACCO Brands Corporation, and ACI Worldwide.

Account	Account Type	PartnerTap Account Type	Account Owner	PartnerTap Account Owner	Account Id
1&1 Internet Inc.	Prospect	Prospect	Autum Grimm	Autum Grimm	00141000000089AAK
24 Hour Fitness	Prospect	Prospect	Autum Grimm	Autum Grimm	001410000000239AAH
24/7, Inc.	Prospect	Prospect	Autum Grimm	Autum Grimm	001410000000089AAJ
3M	Prospect	Prospect	Autum Grimm	Autum Grimm	001410000000189AAK
A Wireless	Prospect	Prospect	Autum Grimm	Autum Grimm	001410000000095AAK
AAA Mid-Atlantic	Prospect	Prospect	Autum Grimm	Autum Grimm	001410000000023AAH
ABM Industries Incorporated	Prospect	Prospect	Autum Grimm	Autum Grimm	001410000000023AAK
ACCO Brands Corporation	Prospect	Prospect	Autum Grimm	Autum Grimm	001410000000018AAH
ACI Worldwide	Prospect	Prospect	Autum Grimm	Autum Grimm	001410000000023AAH