

Partner/Vendor Collaboration

Use Channels to enable partner or vendor communication and engagement.

Challenge

Many organizations have partners or vendors who need to provide information and training. Most of the time, this information is provided in training sessions or sent via email and is not centrally organized.

Approach

Create a Channel for each partner or vendor and allow them to post their communications, training, and other topics or interests relevant to your business.

Benefits

- Video postings provide a quick way for partners and vendors to share information
- Partners and vendors can build a library to ensure that information is captured
- Coworkers can provide feedback allowing direct collaboration with the partner/vendor
- New hires get up to speed more quickly with access to the partner/vendor repository

Applications

- Partner/Vendor Training Videos
- Partner/Vendor Collaboration
- Partner/Vendor Pitch Contests

Industry Example

Channels allows a large construction supply company to collaborate with each vendor via dedicated channels. Sellers are able to receive technical sales and product training directly from product manufacturers, ensuring clear and consistent messaging.