

Why Reshare: Key Differentiators from Alternative Solutions

Reshare's Distribution Relationship Management (DRM) solution presents numerous advantages and benefits to help clients grow their business, expand their market reach, and improve efficiencies. Reshare's Patented Business Method (US #6,594,641, and other countries) and software provides several important differentiating elements that sets DRM apart from other options that clients may be considering.

Singular Focus on Channel Conflict Resolution

Reshare's sole business focus is the development and operation of distribution channel conflict resolution products. The expert team at Reshare has decades of experience in distribution, channel management, and conflict resolution across a multitude of industries and countries. Channel management is Reshare's only business pursuit, and each client gains access to this multi-channel, multi-industry expertise for guidance and direction with every DRM application.

The Only Complete Solution

Reshare offers the only complete solution to manage your channel. DRM assures the highest degree of brand control, customer retention, channel cooperation, impartial reporting and interconnectivity available. We work with Partners and can provide a complete array of functionality for each of their needs, from web site design and shopping cart development to integration into ERP, CRM, and other systems.

Breadth & Depth, Functionality & Flexibility

DRM software is extremely broad in its capability and offers a wide spectrum of options, customization, expansion, and features. Reshare's software has been built and refined with years of cross-client utilization and industry exposure to create the world's most comprehensive, fully-integrated channel management solution.

Get Operational ASAP

Reshare's software requires no development time or complicated analysis to implement. DRM software can be installed and configured quickly, enabling our clients to start realizing the benefits of online sales quickly. Developing an in-house systems that attempt to replicate DRM can take from 6 to 24 months.

Impartiality of an "Independent Third Party"

Manufacturers that consider building or managing their own solution will find themselves wrestling with disgruntled Dealers who feel that the manufacturer may be masking their long-term intentions or accurately calculating profit share. Reshare, positioned as an intermediary in the process flow, acts as an independent, wholly-segregated party that handles all transactions, data, and reporting functions. Reshare, as the trusted third-party, provides the necessary confidence to ensure the Dealers are comfortable with the manufacturer's expansion to channel-centric direct sales. In certain circumstances, Reshare can even "filter" end-buyer data from reaching the manufacturer – one more valuable ingredient to help the Dealer be confident of the manufacturer's motives.

Cost/Affordability

Some manufacturers may consider utilizing internal resources in an attempt to build a "home-grown" model. Attempting to replicate the complexity of Reshare's Distribution Relationship Management™ software would be costly and would involve thousands of man hours. A DRM license costs a fraction of a home-grown system and includes all management, maintenance and upgrades by Reshare.

Timely Customized Reporting

Although the overall issue of channel conflict is universal, Reshare understands that each client has its own unique and individualized needs and requirements. Reshare's Distribution Relationship Management™ software highly customizable. Reports, interfaces and business processes can be tailored to individual needs and delivered in various forms at desirable intervals.

Promoting Dealer Engagement in the Sale

Only Reshare's Distribution Relationship Management Software is designed specifically to reward and incent the distribution channel to participate in the direct sale. DRM can provide for co-branding, joint-marketing, and dual-attention to the customer so that the sale is made when and how the customer wants, while still providing local service and support of the Dealer the customer chooses.