

Qontext Integration with IntelliRADAR Channel Management System

Enhancing Channel Engagement!



Instant Collaboration for Channel Entities (1/3)

The screenshot displays the IntelliRADAR Channel Management System interface. The top navigation bar includes 'IntelliRADAR', 'CHANNEL MANAGEMENT SYSTEM', 'Welcome A825060', and links for 'Change Password', 'Logout', and 'Help'. Below this is a secondary navigation bar with 'My Home', 'People', 'Groups', 'Search', and 'Admin'. The main content area is divided into several sections:

- Left Sidebar:** Features a user profile for 'SV Agency' (Top Agent-Distributor of Mumbai) with a 'Home' button and links for 'Profile', 'Blog', 'Wiki', 'Settings', and 'Change Photo'. Below this is a 'My Groups' section with 'Admin Group', 'Mumbai Circle Distributo', and 'Sales Knowledge Kiosk'. A 'Watching' section shows profiles for 'Jyoths', 'Ashish', and 'Jay'. At the bottom, a 'Watched by' section is visible.
- Corporate News:** Contains three news items: 'Royal Sundaram declares a robust growth of 23 percent - Focus on Retail Insurance', 'IndiaFirst Life Launches 2 new ULIPs', and 'PCQuest : Best IT Implementation of The Year 2010 : Kotak Rewards & Incentive System'.
- Alerts:** Lists three alerts, all with the subject 'Re: Anil Dhirubhai Ambani Premier League 2011 Launched'.
- Quick Post:** A form for creating a post, currently set to 'Short Message - Tweet'. It includes options for privacy (Public, Private, Group) and a 'Feed to' dropdown set to 'Everyone'. An 'Alert to' field is present for notifications.
- Spotlight:** Features two promotional cards: '3G Launching soon' and 'Reliance Communication Business solutions'.

Callout boxes with orange borders point to specific features:

- 'Get to know News' points to the Corporate News section.
- 'Manage own Profile' points to the user profile sidebar.
- 'Share Posts, documents, URL with all / specific people' points to the Quick Post section.
- 'Be part of Groups' points to the My Groups section.
- 'Follow specific people' points to the Watching section.
- 'Get important Alerts' points to the Alerts section.

Instant Collaboration for Channel Entities (2/3)

The screenshot displays the IntelliRADAR Channel Management System interface. At the top, the header includes the IntelliRADAR logo, the text 'CHANNEL MANAGEMENT SYSTEM', and a user greeting 'Welcome A825060'. Navigation options like 'Change Password', 'Logout', and 'Help' are visible. The main content area is divided into several sections:

- Activity Feed:** A central section showing a list of updates. It includes a 'Watched by' sidebar on the left with the message 'You are not being watched by anyone.' The feed contains several entries from 'SV Agency' regarding job title changes and business announcements, as well as a comment from 'RK' and a post about the 'Sales Knowled...' group.
- Featured Content:** A section on the right with two articles. The first is titled 'Channel management system streamlines agent management at Kotak Life' and the second is 'Anil Dhirubhai Ambani Premier League 2011 launched'. Each article includes a small image and a brief description.
- Featured People:** A section at the bottom right featuring a profile for 'Ashish', labeled as 'Star of November'.

Three callout boxes with orange borders and lines pointing to specific elements are overlaid on the screenshot:

- Top right: 'Read about interesting and relevant content' (points to the Featured Content section).
- Middle left: 'Get to know activities of other members' (points to the Activity Feed).
- Bottom right: 'Motivate top performing members' (points to the Featured People section).

Instant Collaboration for Channel Entities (3/3)

The screenshot displays the IntelliRADAR Channel Management System interface. The top navigation bar includes the IntelliRADAR logo, the text 'CHANNEL MANAGEMENT SYSTEM', a user welcome message 'Welcome A825060', and links for 'Change Password', 'Logout', and 'Help'. Below the navigation bar, there are tabs for 'Inbox', 'Portal', and 'Favourites', along with a search bar. The main content area is divided into two sections: 'My Items' and 'My Photos'. The 'My Items' section shows a list of news articles with titles like 'Royal Sundaram declares a robust grow...', 'IndiaFirst Life Launches 2 new ULIPs', 'Anil Dhirubhai Ambani Premier Leagu...', '2011 Jan-March Scheme for Mumbai C...', 'Jan-March Scheme for Mumbai Circle ...', and 'Reliance Communications Press Releases'. The 'My Photos' section shows a gallery of photos, with a larger photo of two women on a beach. Two callout boxes with orange borders point to these sections: one pointing to the 'My Items' list with the text 'Share items of interest for other members!', and another pointing to the 'My Photos' gallery with the text 'Share Photos, videos!'.

Collaboration within Groups

The screenshot displays the IntelliRADAR Channel Management System interface. At the top, the header includes the IntelliRADAR logo, the text 'CHANNEL MANAGEMENT SYSTEM', and user information 'Welcome A825060' with links for 'Change Password', 'Logout', and 'Help'. Below the header is a navigation bar with 'My Home', 'People', 'Groups', 'Search', and 'Admin'. The main content area is divided into several sections:

- Left Sidebar:** Contains a 'Sales Knowledge Kiosk' header with a group icon, a 'Group Profile' section with links for 'Group Home', 'Group Profile', 'Group Blog', 'Group Wiki', 'Stop Watching Group', and 'Leave This Group', and an 'About Group' section with details on Purpose, Privacy, and Members.
- Quick Post:** A form for creating a new post with fields for URL, Title, Tags, and visibility settings (Group, Privacy, Feed to All Members, Alert to).
- Group Whiteboard:** A text area for sharing thoughts, containing the message: 'Hi there SV Agency! Good to see you here! :) Feel free to write on this whiteboard!'.
- Group Items:** A list of documents, including 'Best Practices in Selling' and 'Product Training Overview', both by 'SV Agency'.
- Activity Feed:** A feed of recent activity, showing a post by 'SV Agency: Best Practices in Selling' with options to Comment, Download, and Open File.

Group Profile
Blogs, Wiki pages

Whiteboard to share thoughts with Group members

Share documents and other information with group (E.g. Sales / Product Training material etc)

Powerful combination of Structured & Unstructured collaboration

The screenshot displays the IntelliRADAR Channel Management System interface. At the top, it says 'CHANNEL MANAGEMENT SYSTEM' and 'Welcome A825060'. There are navigation links for 'Change Password', 'Logout', and 'Help'. Below this, there are icons for 'Inbox', 'Portal', and 'Favourites', along with an 'Add' dropdown menu. The main content area shows a 'Channel Partner Enrolment' section with a 'Home Page' link. There are two unstructured messages: 'RK: Shops and Establishment certificate of SV Agency' and 'SV Agency: have submitted all my documents', both dated 'a month ago'. Below the messages is a structured data view titled 'View / Update' with a dropdown menu for 'View Related Instances'. The data is organized into sections: 'Application Details', 'Current Infrastructure', 'If Selected', 'Document Details', and 'Firm Documents'. The 'Channel Details' section includes: Channel Partner Id (1003), Channel Partner Code (A825060), Application For (Distributor), and Date Of Application (28-Oct-2010). The 'Agency Details' section includes Agency Code and Agency Name. The 'Branch' section includes Branch Code (MUMH) and Branch Name (MUMBAI MAHALAXMI BRANCH). The 'Circle' section includes Code (RGN1003) and Circle Name (WEST).

Structured Process Workflow

Parallel Interactions & Queries

Effective collaboration during **Partner On-boarding process**

Powerful combination of Structured & Unstructured collaboration

- SV Agency: discrepancy in payout 8 days ago
- SV Agency: my scheme transactions 8 days ago

actions

View / Update

-----View Related Instances-----

Payout Claim

Payout Claim Details

- Payout Claim Id 100
- Payout Claim Type Retailer
- Agent Code [AR0000430](#)
- First Name JAY
- Last Name PAGNIS
- Created By A825060
- Creation Date 19-Nov-2010
- Last Modified By A825060
- Last Modified Date 23-Nov-2010

[Back](#)

Effective collaboration during Payout dispute resolution process

Structured Process Workflow

Payout Claim Audit Home Page								
Hide/Unhide Properties								
Payout Claim Audit ID	Payout Claim ID	Designation	Date Of Action	Status	Comments	Created By	Creation Date	
112	100	Territory Manager Sales Executive	19-Nov-2010	TM Approved	Approved the claim. Sent for approval	modeler	10-Dec-2010	
113	100	Cluster Distribution Lead	21-Dec-2010	Cluster DL Approved	Found commission computation error.	modeler	10-Dec-2010	

Synergies with Channel Management Processes

- Onboarding Management
 - Collaboration during partner enrollment process for qualification, training, activation etc
- Hierarchy Management
 - Collaboration while executing Hierarchy mapping, Transfers
- Performance Management
 - Collaboration for driving performance and deliberations on Performance reviews
- Commissions Management
 - Collaboration for Commission set-up, payout enquiries and claim resolution processes
- Incentives and Rewards Management
 - Collaboration during Incentive scheme set-up, Incentive computations, driving performance from Channel entities, dispute resolution etc

Unique benefits

- Deepening of Channel Engagement with multiple modes of 2 way communications and interactions through all Channel Management Processes
- Facilitation of bonding with & within Channel Communities by enhancing formal as well as informal interactions
- Enhance Process efficiency and productivity by unifying structured and unstructured interactions and workflows that provide complete view on all business information exchanges.
- Drive process innovation by providing platform for community members to share ideas, experiences and best practices