tenXengage

Product Overview

tenXengage is an AI-powered partner and sales engagement platform designed to help organisations drive performance across their partner ecosystem. The platform combines intelligent incentive management, gamified engagement, enablement tools, and real-time analytics into a single unified solution.

AI-Powered Dynamic Incentives

The platform provides a comprehensive incentive management capability that supports a wide range of program types including partner and seller incentives, rebates, discounts, MDF, and value-based programs. Promotions can be created through an AI-powered builder that allows teams to configure dynamic incentive criteria, payout logic, and approval workflows. Deal eligibility and payout calculations are automated in real time, and partners can view and claim eligible deals directly through the platform. Forecasting and prediction capabilities further support budget planning by projecting future payout trends based on historical data.

Partner Engagement

tenXengage supports multiple engagement types to drive partner participation and performance. Quiz engagements allow administrators to build structured knowledge assessments with configurable pass criteria and attempt limits. Booking engagements enable goal-setting around sales targets for specific products, with automated attainment tracking against uploaded sales data. Proof of Execution (PoE) engagements support activity-based programs where partners submit proofs that are intelligently scanned and validated. Multi-stage engagements allow these individual engagement types to be combined into a broader, structured journey with rewards at each milestone as well as on overall completion.

AI Forecasting, Predictions & Nudges

The platform provides AI-driven forecasting for sales performance and incentive payout predictions to support better budget utilisation. It also delivers personalised nudges to partners, recommending relevant training courses, sales incentives, and deal opportunities based on their individual sales history and engagement patterns.

Mobile Deal Room

The Mobile Deal Room enables real-time collaboration between partner account managers and partner sellers through messaging, meetings, and shared workspaces. AI-driven deal rooms surface contextual insights, partner recommendations, and relevant documentation to support faster deal closure, with custom workflow support for different business scenarios.

Gamified Enablement & Training

tenXengage includes a full training and enablement module that allows organisations to host video, PDF, and blog content within structured training engagements. Completions can be linked directly to sales incentives, and discussion groups foster peer collaboration. Progress is tracked at both the individual course level and the overall engagement level.

Intelligent Partner Community

The platform features a community module that provides a centralised digital hub for partner content consumption and collaboration. Content can be targeted by partner company, region, or role, and gamification mechanics reward partners for engagement. Discussion groups and user reactions are supported at the content level.

Connectors & Integrations

tenXengage connects to external data sources including Salesforce, Snowflake, and Microsoft Dynamics 365, with automated data sync into the platform. Single Sign-On integration is supported for seamless partner authentication, and partner onboarding and enrolment can be integrated with existing client registration systems.

Rewards & Reporting

The platform supports flexible, customisable reward types including points and tickets, with real-time automated rewarding based on configured payout rules. Partners can view a full chronological account statement of their reward transactions. Reporting capabilities include pre-templated custom reports to surface programme performance metrics at multiple levels.

Platform Configuration & Administration

tenXengage is built for flexible enterprise configuration. Administrators can define custom roles and permissions, configure location hierarchies, manage custom data objects, and maintain a central master data store. Subscription options are available in predefined tiers or as fully customised feature sets, allowing organisations to tailor the platform to their specific operational requirements.

Security & Compliance

tenXengage is committed to the highest standards of data security. Our platform is hosted on enterprise-grade cloud infrastructure with AES-256 encryption at rest and TLS 1.2+ encryption in transit. We maintain a robust security program aligned with SOC 2 standards to ensure the confidentiality, integrity, and availability of customer and partner data.