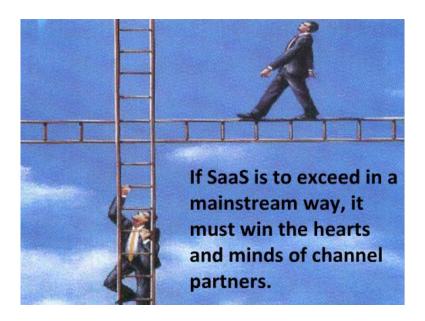
Feel free to download a copy of Bob Snyder's presentation in Brussels on SaaS and the Channel.



OK, it starts off with three ways Belgium is like the channel (as the conference was in Brussels) but immediately after gets into how the channel feels about SaaS.

There's definitely a love-and-hate relationship between Channel and SaaS.

Go SaaS: Why the Channel Does (and Doesn't) Buy It