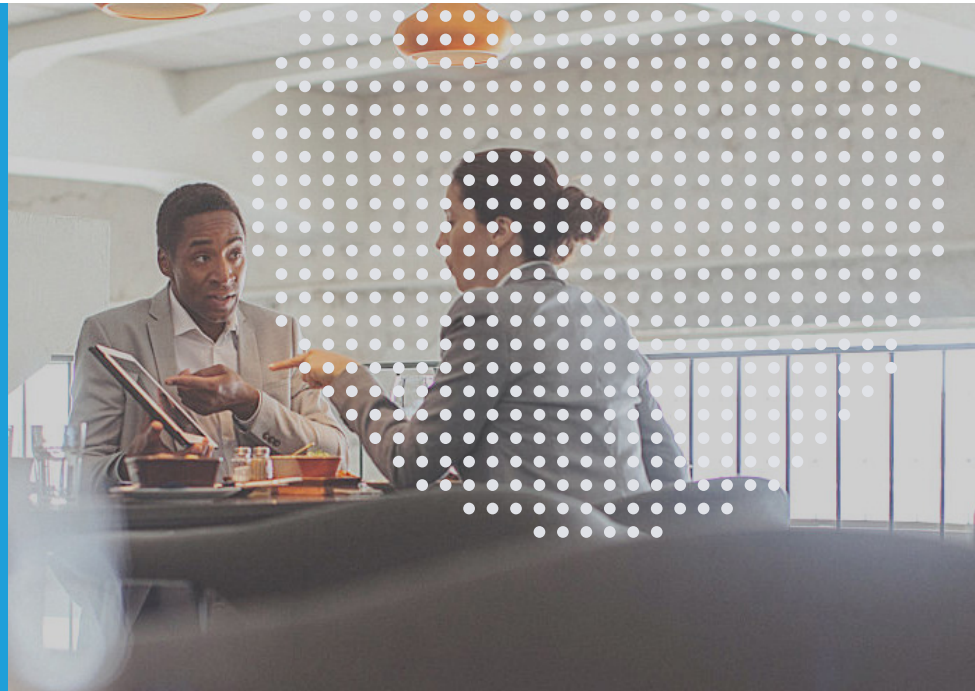


# Optymyze Sales Compensation

Motivate strong sales performance and improve sales outcomes



## Sales Compensation Challenges

Compensating the sales force fairly and on time is key to any sales organization's success. However, many companies do not have the right resources to manage end-to-end sales compensation processes and often struggle to:

- Align compensation to company goals.
- Keep track of complex calculations and adjust plans when needed.
- Integrate data from different sources.
- Clearly communicate compensation plans and changes to sales reps.

If not properly addressed, these challenges can lead to late or inaccurate payments, shadow accounting, errors and disputes, demotivated sales force, increased turnover and cost of sales.



*60% of sales reps' time is spent on activities unrelated to selling, such as shadow accounting.* – Source: CIO



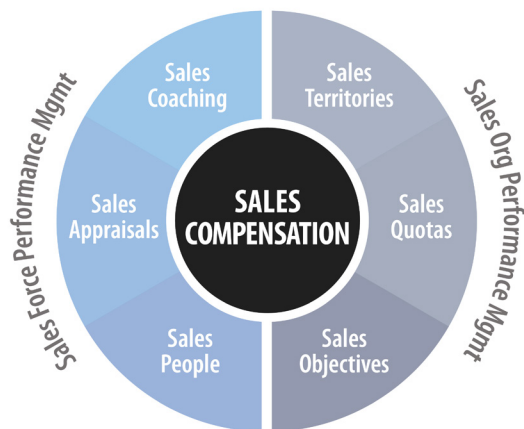
# Optimize Sales Compensation Key Benefits

To eliminate process inefficiencies, Optimize has created a robust sales compensation solution that helps effectively manage all forms of compensation.

Part of the unified Optimize Sales Operations platform, Optimize Sales Compensation™ is

integrated with key sales performance management (SPM) processes, powerful analytics, reporting and modeling capabilities, so you can achieve a wide range of benefits:

## Optimize Sales Operations platform



- Strategically align compensation plans with company goals while controlling costs, by modeling compensation plan components.
- Improve operational efficiency and minimize compensation errors through process automation.
- Quickly process high volumes of data from various sources, as well as complex plans and calculations, through integrated data management and analytics.
- Eliminate shadow accounting and improve trust in your sales operations by implementing efficient communication flows.
- Improve overall sales performance by integrating key SPM data and processes: compensation, territory management and quota planning.



*The Optimize solution enabled a pharma organization to eliminate compensation errors and, consequently, overpayments and shadow accounting. This resulted in a 70% reduction in payment processing time and 75% ROI in the 1<sup>st</sup> year alone.*



## Accelerate Time-to-Value

With Optimize Sales Compensation you can automate complex plan calculations, earnings and payment processes, as well as plan document distribution and acceptance tracking. Liberate internal resources from time-consuming, repetitive tasks and accelerate time-to-value.



## Effectively Manage Extensive Sales Crediting Complexity

With Optymyze Sales Compensation you can handle and track complex crediting rules and exceptions. Gain the flexibility to define as many crediting rules needed to reward all sales efforts fairly. Precisely allocate sales crediting based on hierarchies and key variables. Make quick adjustments as needed.



## Increase Visibility into Compensation Performance

Optymyze Sales Compensation ensures complete management reporting for all parts of the sales organization. This includes compensation compliance and exception reporting, as well as role-based portals that show sales reps and managers key information on transaction history, earnings and attainment of sales quotas.

# Leverage Optymyze Sales Compensation to Keep Your Sales Force Motivated and Productive

With Optymyze Sales Compensation you can design, implement and effectively manage all forms of compensation for sales reps, agents and partners. Help sales reps understand how to maximize their earnings with built-in *What-if* calculators. Make timely, error-free payments. Keep your sales force motivated and productive.

For more information on Sales Compensation, visit the [Optymyze Sales Compensation](#) webpage.

Or talk to a sales performance expert directly – [click to engage](#).

info@optymyze.com | +1 610-497-6381 xt 7900.

Follow Optymyze:  