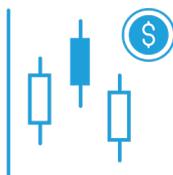# Global Medical Technology Company Aligns Quotas Following Organizational Change



**Integrated quota models across legacy and acquired teams in under 60 days**



**Reduced quota disputes and escalations by 40%**



**Enabled mid-cycle quota adjustments in days instead of weeks**

## SITUATION

A global medical technology company operated across regions with diverse product portfolios and sales roles. Following organizational change and portfolio expansion, the company needed to realign quotas to reflect new product mixes, regional priorities, and account coverage models.

Quota planning involved multiple data sources, including historical bookings, forecast data, and regional growth targets. Processes varied by region, creating inconsistency and friction across the organization.

## CHALLENGE

Existing quota processes were rigid and difficult to adapt. Changes required significant rework and coordination between sales operations and finance teams. Aligning quotas across newly combined teams was particularly challenging, as legacy models used different assumptions and calculations.

Without a unified system, leadership lacked visibility into how quota changes impacted attainment, exposure, and downstream incentives.

## SOLUTION

The company adopted a unified quota management approach that allowed quotas to be designed and governed centrally while accommodating regional variation. No-code configuration enabled teams to align quota logic across products and regions without rebuilding plans from scratch.

Scenario modeling supported rapid evaluation of alternative quota strategies, while controlled workflows ensured approvals and changes were traceable and auditable.

## OUTCOMES

The organization successfully aligned quota models across teams while preserving regional flexibility. Quota adjustments became faster and more predictable, disputes decreased, and leadership gained confidence that targets reflected both opportunity and strategy across the evolving business.

**Want to learn more?** Visit **optymyze.com**

Follow Optymyze:

Optymyze provides a unified, no-code platform for enterprise sales performance management.

Why Optymyze    Solutions    Resources