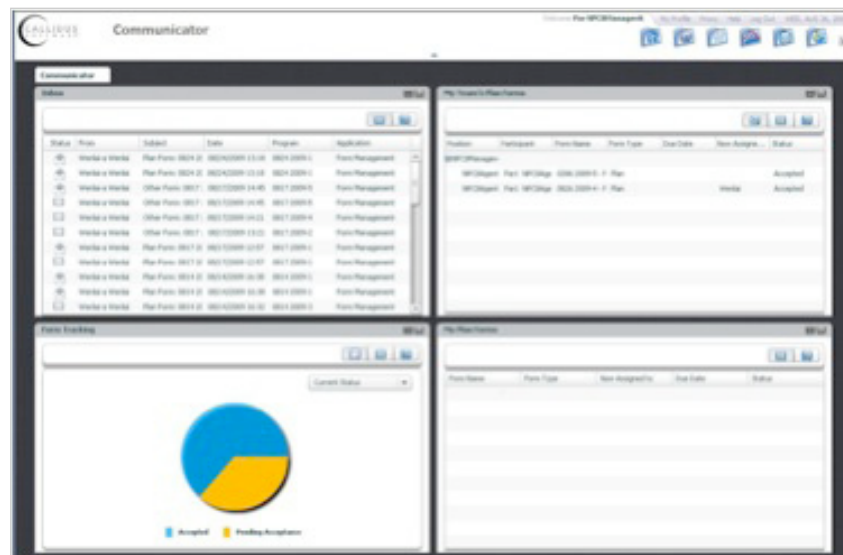


Callidus Communicator

Driving Sales Alignment through Effective Communications

Callidus Communicator is Callidus' payee self-service platform, designed to help accelerate and streamline communications with your sales force and channels to align sales behavior with corporate objectives and drive results. The solution dramatically accelerates the process of rolling out compensation plans, special incentives, strategic objective plans, and statement updates to the field, and helps track these documents through the inquiry, sign-off, and approval processes. This not only drives credibility with the sales force, but also expedites go to market for your new products and services, as well as accelerating sales readiness for new fiscal periods.



Compensation administrators can create, deploy, and update compensation plans with intuitive graphics and powerful visualizations

Using Callidus Communicator, compensation administrators can:

- Create a library of plan documents that takes the drudgery out of creating formatted documents and enables the re-use of documents year-over-year
- Generate compensation plan documents with intuitive graphics and powerful visualizations that concisely convey sales goals, incentive structure, bonus awards, and club awards with just a few clicks
- Define workflow templates that include standard approval processes
- Distribute and track compensation plans for review and sign-off
- Tie the payment of commissions to the acceptance of compensation plans to ensure compliance
- Track disputes and inquiries tied to compensation plans, territories, or payment results

Communicator addresses the most common challenges faced by rolling out new plans, and tracking inquiries and disputes in the field, including:

- Rolling out plans to meet new fiscal period deadlines on time
- Managing updates to plan, territory, or quota assignments or organizational reporting structures
- Supporting and maintaining multiple plan document versions and legal terms and conditions
- Distributing and tracking sign-off for sales goals and plans
- Tracking and closing inquiries and open disputes from the field

The Value of Callidus Communicator

Callidus Communicator delivers a rapid return on investment through:

■ Business Alignment

Communicator drives alignment by clearly communicating corporate and individual goals and ensuring that all stakeholders sign off on those goals ahead of time.

■ Flexibility and Market Agility

New compensation plans and plan changes can be easily rolled out to the sales organization, allowing sales organizations to adapt to changing market conditions and evolving corporate strategies.

■ Efficiency Improvements

Communicator improves productivity through streamlined and comprehensive workflows—from storing and re-using plans, to deploying plans, to tracking sign-off and approval.

■ Comprehensive Security and Auditability

Built-in security and comprehensive audit trails enable compliance with regulatory and legal requirements without imposing significant administrative overhead.

Key Features

- Support for managing document templates and versions
- Pre-packaged, re-usable plan documents in conjunction with packaged plan components in TrueComp for quicker deployment and time to value
- Comprehensive workflow management for sales sign-off, inquiry routing, and approvals
- Out-of-the-box support for filing, tracking, and resolving disputes and inquiries
- Support for held payments based on sales approval compliance

For more information about Callidus Communicator, visit www.callidussoftware.com/products/sales-communication.



SALES TALENT DRIVES BUSINESS.

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