

Callidus Plan Communicator QuickStart Enablement Service

Accelerate Sales Compensation Plan Rollout and Adoption

With Callidus Plan Communicator, organizations can now transform the sales compensation plan distribution and approval process so that it's completely online and in real time. Plan Communicator saves time and improves productivity by eliminating manual processes (fax, paper, email) for managing, auditing and tracking sales plan acceptance. As a 100 percent-native force.com application, Callidus Plan Communicator can integrate tightly with salesforce.com and Callidus Pervasive Performance Management solutions.

Callidus has developed the Plan Communicator QuickStart Enablement Service to help you deploy and adopt Callidus Plan Communicator quickly and achieve a return on your investment in just a few days, as you focus on your most important business needs.

Designed for customers who plan to either deploy Callidus Plan Communicator independently or along with other Callidus Pervasive Performance Management solutions, the Callidus Plan Communicator QuickStart Enablement Service will help you map the business process management solution to your business problems, and accelerate solution deployment and adoption. Our solutions consultants have extensive experience in sales operations, compensation plan design and business process management, and will work with you closely to ensure that best practices are followed.

Key Benefits

- **Rapid Deployment**—Roll out an online compensation plan distribution and approval process to your organization within days
- **Increased Sales Productivity**—Achieve high end-user adoption of the new process and more efficient use of your investment in salesforce.com, Callidus TrueComp®, or both
- **Improved Operations Effectiveness**—Transfer knowledge and best practices to your team that will help you implement or further optimize your solution on your own

Deliverables

The Plan Communicator QuickStart Enablement Service includes the following deliverables:

- A one-hour project kick-off call to walk through the configuration and deployment process
- A Solution Design workshop of up to four hours to assess your current business processes, and define an improved, streamlined process based on Callidus Plan Communicator
- Application configuration of up to two compensation plans, based on the priorities identified by the customer and the Callidus solution consultant



- Configuration of access-level security by user type
- Integration with your TrueComp® application (optional, only applicable to customers who use Callidus On-Demand)
- A post-configuration solution review session for up to four hours
- A one-hour call with Callidus Customer Support to understand the Callidus customer support process and resources

The Plan Communicator QuickStart Enablement Service is not designed to support advanced deployments, including complex workflows, data migration from other sources, or large organization rollout. If you require additional support from Callidus in these areas, Callidus can provide a separate estimate for these services.

For more information about the Callidus Plan Communicator QuickStart Enablement Service, please contact us.

Corporate Headquarters

Callidus Software Inc.
160 West Santa Clara Street
15th Floor
San Jose, CA 95113 USA
Tel: (408) 808-6400
Fax: (408) 271-2662
info@callidussoftware.com

UK and European Headquarters

Callidus Software Ltd
1 Quality Court
Chancery Lane
London WC2A 1HR
United Kingdom
Tel: +44 207 061 6301
Fax: +44 207 061 6302

USA Offices

Atlanta, Austin,
Chicago, New York,
San Jose, Scottsdale

International Offices

London, Sydney

www.callidussoftware.com