

Commissions Manager

Extend the Power of CRM with Integrated Compensation Management

Callidus Commissions Manager enables companies to engage in an ongoing dialogue with sales professionals to help motivate and fuel sales growth. Sales professionals can track their deals and commissions status in-line with opportunities, initiate claims for credit and payment on closed deals, and track the status and amounts of paid and pending commission, all in real time. This helps eliminate the distrust and resulting shadow accounting that is typical in many sales organizations. By bringing the relevant stakeholders into the compensation process early on and delivering real-time updates, the solution drives real credibility with the sales force, increases confidence in the compensation system, and saves precious sales time.



Simplify the compensation process and make it collaborative; derive actionable business insights from compensation data

Using Callidus Commissions Manager, sales organizations can:

- Project in-line with opportunities expected commissions deal-by-deal and by quarter
- Enable credit, commission, and dispute processes for transparent, real-time sales commission management
- Route requests for approval and processing through a configurable approval process
- Export approved requests for claims and commissions into an Excel format that can be used in financial/payroll system

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"As an existing salesforce.com customer, we wanted a single repository for our sales force to manage their commissions, with no additional software, implementation, or ramp-up costs for another system. Using Commissions Manager will help us increase our sales force's selling time. It is an easy to use commissions solution the sales force can leverage daily, in line with our opportunity system."

Missy Cavin,
Director of Marketing at
Home-Accounts

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Commissions Manager is designed to simplify sales compensation. It enables companies to institute transparent, real-time compensation processes that involve relevant stakeholders from the beginning and minimize contention. Compensation plans that define quotas and payout rates, and in-line compensation projections enable payees to file commissions claims that can be adjusted and approved. Dashboards track compensation open, pending, and paid and enable management to track relative performance, on target earnings, and target attainment throughout the quarter.

Using Commissions Manager, sales professionals can:

- View their projected compensation numbers from the opportunity itself
- Submit requests for commissions against their opportunities, including splits, and track them through the approval process
- File disputes and inquiries related to compensation and other sales activities and track them to resolution
- Get an overview of on target earnings and goal attainment, and gauge the performance of the team at any point in time

The Value of Commissions Manager

Commissions Manager delivers a rapid return on investment through:

■ Rapid Deployment

Commissions Manager is a compelling, yet easy-to-use application that can be quickly deployed to, and adopted by, the sales organization with minimal training.

■ Improved Efficiency

Commissions Manager is easy to administer, and beyond the few initial configuration steps, requires little administrative intervention on a day-to-day basis.

■ Improved Satisfaction and Morale

Transparent processes that emphasize cooperation and minimize contention lead to greater involvement and improved satisfaction in the sales force.

■ Comprehensive Security and Auditability

Security based on salesforce.com ensures appropriate controls over data and comprehensive audit trails enable compliance with regulatory and legal requirements without imposing a significant administrative overhead.

■ Improved CRM Adoption

Integrating compensation with day-to-day opportunity management boosts adoption of the CRM system.

Key Features

- Payee-initiated requests for compensation including support for splits
- Compensation plans with support for quotas, OTEs and payout rates and role/title-based eligibility
- Projected compensation based on Opportunity amounts and assigned plans
- Intuitive role-based dashboards for tracking earnings and attainment
- Payment export for easy integration with financial/payroll systems
- Support for disputes and other sales-related inquiries

For more information about Callidus Communicator, visit www.callidussoftware.com/solutions/salesforcecrm-solutions.



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