

Monaco Propel

Accelerate to Selling Success

Callidus Software's Monaco Propel is a new, fast-track implementation option for Callidus' Sales Performance Management (SPM) suite, the Monaco release. The solution enables businesses to quickly recognize the value of Callidus' best in class SPM suite at a reduced cost, with minimum risk. The 100% SaaS solution provides a fully featured territory, quota, and compensation management solution, and Reporting & Analytics solution. Monaco Propel accelerates time-to-value through built-in best practice libraries. It offers companies a competitive advantage and very short ramp-up time. With Monaco Propel, businesses can get up and running with a proven solution and realize the return on their investment in 6 to 8 weeks.

The Value of Monaco Propel

Monaco Propel delivers a rapid return on investment through:

■ Out of Box Best Practices

Callidus Monaco Propel delivers a wide array of pre-built templates based on industry best practices. These include pre-packaged, reusable compensation plan components, pre-built compensation statement reports, and a library of pre-built sales communications workflows. The libraries enable businesses to meet and exceed industry standards for competitive advantage with a very short ramp up time.

■ Rapid Implementation and Data Integration

Our best in class services team will set targeted measures for your business and design compensation plans that motivate and reward the sales force in 6 to 8 weeks. Monaco's Excel based data management templates provide easy-to-use spreadsheets for on-going management of your sales force, products and transactions. Our experts will also deliver real-time production reports of detailed and summary goal attainment information, compensation statements and order to payment tracking to help drive credibility with sales staff, resulting in reduced shadow accounting and improved productivity.

■ World-class On Demand, Service, and Support

Callidus' Monaco release is hosted on SAS 70II-compliant on-demand infrastructure. The state-of-the-art data centers are designed and implemented to meet Class A Tier 4 standards and maintain 99.999% availability.

Organizations can choose optional services for administering the TrueComp Manager and Reporting systems so they can focus on optimizing business.

Key Features

- 6-8 weeks time line to go live with Monaco
- Design and implementation of best practice compensation plans and real-time production reports
- Data integration using Excel based data loaders
- Implementation of full featured incentive management solution
- Access to pre-packaged, re-usable plan components for quick deployment and time to value
- Out of box role based library of performance analytics and reports
- Integrated predesigned workflows for plan communications

For more information about Monaco Propel, visit www.callidussoftware.com/go/propel.