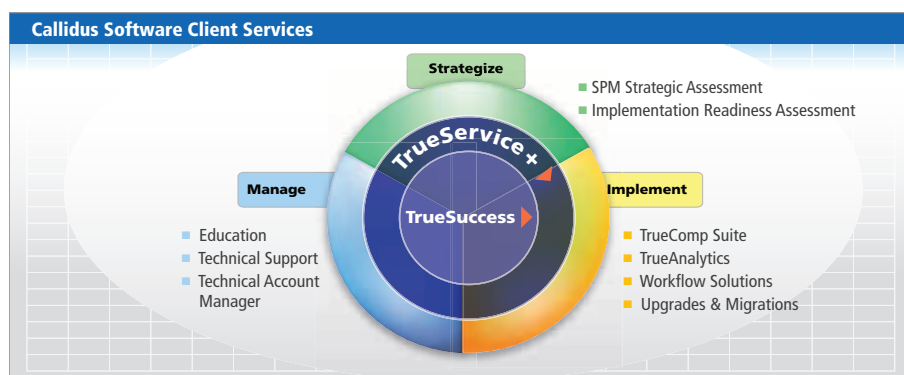


Implementation Services

Implementing Effective Sales Performance Management Solutions

Selecting the right software is generally just the beginning of implementing an effective Sales Performance Management (SPM) solution. Formulating an implementation strategy and selecting an implementation partner are key factors in every successful SPM corporate strategy. Callidus brings the best of all worlds together with industry leading software and best in class implementation services.

Callidus Client Services brings maximum value to our customers by offering a complete set of services that spans the entire SPM implementation lifecycle. Our services team brings decades of experience and the TrueSuccess methodology to our customers to ensure that their implementations are done right, the first time. Each implementation includes the resources and know-how to steer your organization through the three lifecycle phases of a system implementation: Strategize, Implement and Manage. We kick off each of our implementations with the TrueComp® Readiness Assessment, an engagement geared to understanding your SPM system requirements and the best way to structure and roll-out an enterprise solution. The Callidus TrueSuccess implementation then proceeds through the Implement phase that includes built-in Quality Assurance checkpoints and an integrated team approach to testing. We wrap up the implementation during the Manage phase where our best in class end-user training and support teams provide the knowledge and know-how to ensure success.



Solution Architecture – Only with TrueSuccess, only at Callidus

Callidus Client Services is the only consulting organization in the world with access to the top TrueComp experts. We ensure that each and every implementation we do is successful by including not only core consulting resources, but also our most senior resources designated as Solution Architects. Our Solution Architects generally have in excess of 3 years of TrueComp experience as well as extensive experience in their primary field of technical expertise. The TrueSuccess methodology incorporates our Solutions Architects during key project milestones via defined Quality Assessment reviews to ensure that an optimal solution will be delivered.



Implementation Overview

Implementations of the Callidus suite of products generally fall into one of several standard implementations; Small, Medium, Large, and Custom. The following are high level estimates incorporating implementation metrics, staffing and hours for each type of implementation. Projects that fall outside of these estimates are generally considered custom and will require additional information for the formulation of an implementation estimate.

	Small Implementation	Medium Implementation	Large Implementation
Implementation Metrics	TrueComp® Compensation Plans – 4 Interfaces – 3 Reports – 2	TrueComp Compensation Plans – 8 Interfaces – 6 Reports – 5	TrueComp Compensation Plans – 12 Interfaces – 8 Reports – 8
Timeline	14 – 16 weeks	23 – 28 weeks	36 – 39 weeks
Resources Included	Project Manager Compensation Consultant Integration Consultant Report Consultant Solution Architect Engagement Manager	Project Manager Compensation Consultants Integration Consultants Report Consultant Solution Architect Engagement Manager	Project Manager Compensation Consultants Integration Consultants Report Consultants Solution Architect Engagement Manager
Estimated Hours	2,630 – 3,546	5,126 – 6,060	7,782 – 8,716

Small Implementation

The small implementation is geared toward customers with a lower number of compensation plans and integration points. This implementation is structured to fit those customers that already have their compensation requirements well documented and who are looking to deliver the core TrueComp and TrueInformation® applications in a rapid fashion.

Medium Implementation

The medium implementation is geared toward the average customer that will require the TrueComp suite to be more fully integrated with their legacy systems and requires a larger number of end user reports. This implementation is structured to fit those customers that already have their compensation requirements well documented and who are looking to deliver the core TrueComp and TrueInformation applications in a rapid fashion.

Large Implementation

The large implementation is geared toward customers requiring the TrueComp suite be fully integrated with their legacy systems and has a higher number of compensation plans and end-user reports. This implementation is structured to fit those customers that already have their compensation requirements reasonably well documented.

For more information please contact us at servicessales@callidussoftware.com or call 212-554-7308.

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