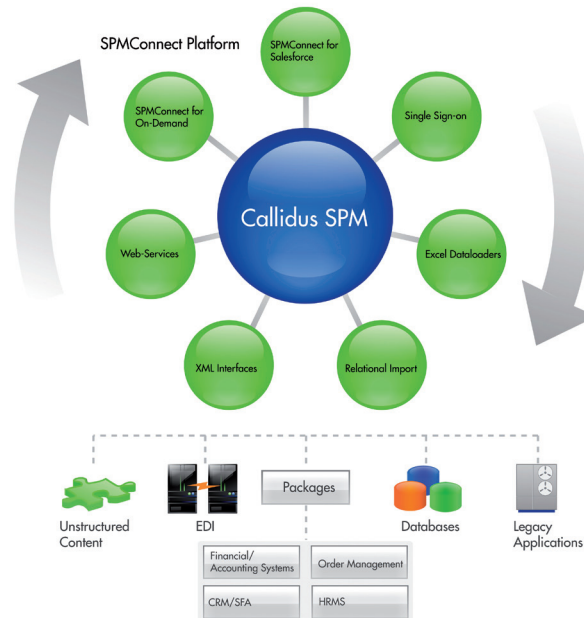
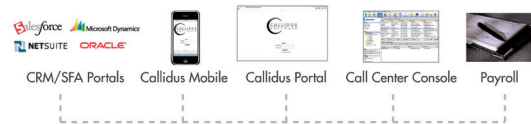




Callidus SPMConnect

Anytime, Anywhere Data for Better Business Decisions

Callidus SPMConnect Integration Software is a comprehensive and versatile data platform to enable businesses to consolidate relevant sales data from heterogeneous systems. With SPMConnect, businesses can simplify and automate the process of moving data from external systems into the Callidus Sales Performance Management (SPM) suite, and push relevant sales performance data back to those external systems so that users can build a single view of sales performance in the context of their role, in their favorite portal or home page.



SPMConnect is a versatile integration platform with multiple interfaces to support diverse integration needs

Using SPMConnect, businesses can:

- Drive better decisions by arming employees with a unified view of pre-and post-sales data distributed across multiple systems
- Simplify administration of business data by seamlessly transferring data between heterogeneous systems
- Reduce overall operational costs by automating key data transfer processes with comprehensive error tracking and rollback, version control, and auditing capabilities

SPMConnect addresses the most common challenges faced by sales organizations, including:

- Fragmentation of key business data, preventing users from acting on holistic, relevant business information
- Complexity of data integration processes resulting in high operational costs and/or data duplication across systems
- Inability to keep track of data transfers and transformations performed on them across systems resulting in the loss of data integrity.

Key components of the SPMConnect platform include:

Callidus On Demand SPMConnect

Callidus On Demand SPMConnect (based on Callidus' On Demand Data Integrator [ODI] technology) is a data management platform built on standards-based technology for integrating existing legacy data sources with Callidus' SPM systems. The platform lets finance and sales operations users and compensation administrators access consolidated, critical financial planning, sales actuals, and earnings data within the Callidus SPM solution. Additionally, administrators can provide sales and channel partner users with key quota and earnings data through their portal of choice or mobile device. Key features include:

- **Versatility:** Enables users to transfer and transform data from a wide variety of sources — ranging from off-the-shelf business applications to home-grown business solutions — into Callidus' SPM suite.
- **Control:** Puts the user in control of the entire data transfer process, from extraction to transformation to loading the data into the target system.
- **Flexibility:** Provides choice of multiple interfaces (Web Services, Excel, XML, and flat file-based data loaders) to suit users' data transfer needs.
- **Automation:** Reduces costs with automated data transfer processes, including scheduled, event-based, and remotely invoked processes.
- **Scalability:** Supports a wide range of data volumes — transfer data in batches of up to 2 million rows.
- **Security:** Keeps data secure with bullet-proof security protocols, secure transfer mechanisms and industry-leading SAS 70 Type II certified data storage facility.
- **Standards-Based Access:** Allows integration with any portal using standard authentication and authorization protocols such as LDAP, SAML, etc.
- **Quality:** Comprehensive data quality services, sophisticated audit and data effective controls, and robust error recovery capabilities.

SPMConnect for Salesforce

SPMConnect for Salesforce is a Force.com application that lets users experience Callidus' leading-class solutions blended seamlessly with Salesforce CRM. Leveraging the platform, sales managers and sales professionals using

Salesforce CRM are provided with updated incentives and commissions, and new SPIFFs, and their impact on each opportunity, helping drive immediate impact on sales execution. In addition, finance and sales operations users can access critical sales force activity and pipeline data within the Callidus SPM solution, and use that data to achieve early insight into earnings and revenue results. Key features include:

- **Single Sign-on:** Enables users to access sales performance data from the Callidus SPM suite in real time from within the Salesforce CRM portal.
- **Control:** Puts the user in control of the data transfer process between Salesforce CRM and the Callidus SPM suite by allowing users to initiate the data transfer or leverage Salesforce CRM trigger infrastructure to enable event-driven data transfers.
- **Extensibility:** Allows users to setup data transfer from any object/attribute in Salesforce CRM including custom objects and attributes.
- **Security:** Leverages Salesforce CRM security models to secure data transfer processes.
- **Ease of Use:** Intuitive user interfaces enable users to be up and running on SPMConnect for Salesforce CRM with zero need for anything beyond day-to-day Salesforce CRM operational skills.

SPMConnect Single Sign-on

SPMconnect enables users to setup a consolidated view of relevant data in the system of choice using standards-based, single sign-on technology such as SAML, LDAP and others so that they can access data in a secure environment without compromising its integrity or access privileges.

SPMConnect Data Interfaces

- **Web-services:** Transfer data to and from the Callidus SPM suite using standards-based, web-services technology.
- **Excel Dataloaders:** Enable business users to import data into, or extract data from, the Callidus SPM suite in smaller volumes on a day-to-day basis without administrative intervention.
- **XML Dataloaders:** Enable data transfer using pre-defined, xml-based data formats between the Callidus SPM suite and other applications.
- **Relational Import:** Enable direct database-to-database transfers with support for data transformations, audit trails and error-tracking and rollback capabilities.



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