

ACTIVE Network™

The premier global marketplace for activities and events powering over 47,000 organizers and 200,000 activities and events worldwide with SaaS technology that streamlines activities and events management.

“ With the implementation of CallidusCloud Commissions, ACTIVE Network was able to eliminate manual processes, increase commission accuracy, and provide visibility to the sales organization that they didn't have before. ”



Yoric De Deken

Director of Sales Operations

PRODUCT

CallidusCloud Commissions

ROI

Reduced process time from one week to 10 minutes

ACTIVE
network™

ACTIVE Network Connects Sales Performance to Commissions

Find out how ACTIVE Network implemented an automated compensation program that resulted in increased efficiencies and better morale.

[Learn about Commissions](#)

Challenge:

Lack of visibility for commissions payouts caused discontent and negatively impacted employee morale at ACTIVE Network. The commissions process, from data readiness, to calculations and commissions statements were extremely time-consuming and manual. Extra work was required from Sales Operations to complete ad hoc analysis, reporting and issue resolution.

Solution:

With CallidusCloud Commissions, time consuming processes including the distribution of commissions and the collection of sales plans were automated and made incredibly streamlined, scalable, and transparent. Sales teams benefited from sufficient reporting and accurate commissions statements. They knew what they were paid, when, and why.



Eliminated
time consuming and costly manual processes



Provided
full transparency for all commissions payouts



Reduced
administration headcount from three to one