Commissions changes sales behaviors

CallidusCloud Commissions is an end-to-end configurable solution that can manage your entire incentive compensation process from sales order to payment for your direct and indirect sales force. The solution can suit your business process and deliver agility to meet the fast changing market scenario. Commissions reduces errors, aligns sales to corporate goals, and helps you spend your compensation budget wisely. A robust and proven SaaS application, it has been rated a leader in the Gartner Magic Quadrant three times in a row. Customers around the world, big and small have saved millions of dollars in errors, lost productivity, and missed sales.

This out-of-the-box solution delivers transparent incentives in an agile manner and gives you the power to change sales behaviors. It makes incentive compensation management a fast, easy, and accurate process. Commissions delivers complete transparency and control over past, present, and future compensation payments, enabling you to take the right business decisions with powerful dashboards, prepackaged reports, and robust modeling.

Change sales behaviors

Give your sales reps and sales managers unprecedented visibility into payouts and performance. Sales reps can:

- Accept compensation plans
- Raise compensation disputes
- See detailed compensation statements and performance metrics
- Forecast income anytime, anywhere on any device

Reps can see real-time attainment, key performance metrics and understand where they stand vis-à-vis peers. Such unparalleled transparency and real-time visibility changes sales behaviors, encouraging sales reps to close bigger deals faster. Sales managers get real-time visibility into team performance with ability to effectively review, appraise, and stack rank teams giving them a deeper sense of overall sales performance.

Designed for the business user

Commissions is designed for the business user delivering ease of use and speed to market. The business user can easily configure the user interface (UI), generate reports or model changes in compensation plans without any dependence on IT or an outside consultant. The attractive, high-performance UI simplifies the way compensation administrators work with click-by-click guidance to carry out everyday tasks. You can easily model, design, build, distribute, and manage simple to the most complex compensation plans. A rich rules library, preconfigured plan logic, and prepackaged workflows rapidly increase your speed to market and ensure you never paint yourself into a corner.
Plan administration made simple

Once your compensation plan is ready you want to distribute it and get your payees to sign off on it. Compensation plan administration is often a manual, time-consuming process that is difficult to track. With Plan Communicator, comp admins can create, distribute, and most importantly track acceptance of compensation plan documents easily. You can create a compensation plan document as easily as typing in Gmail. Once ready, admins can mass distribute the plan to the sales force. The icing on the cake is the real-time tracking. At any point in time, admins can clearly see how many reps have accepted the plan, how many are yet to accept it, and set up automatic reminders to ensure your company is always compliant.

Settle compensation disputes fast

Compensation disputes are the biggest time sink for compensation administrators. Commissions not only reduces the number of errors and disputes you have to deal with, but also makes it easier to deal with disputes as and when they do come in. Comp admins can research and settle disputes fast with one-click traceability. Simply click on a payout and you can interactively trace all the sales transactions that fed into it in a single screen with granular clarity. What’s best, you can share this information with the sales rep and settle the dispute in minutes rather than in days.

Built-in crediting to pay the right people every time

For any given sales deal, you can accurately process complex splits to credit an unlimited number of direct as well as indirect payees across internal as well as external hierarchies. Process credits to sales and non-sales people like product managers and channel partners easily. Using the robust built-in crediting engine you can credit over complex roles, relationships, and numerous functions through simple drag and drop actions. Serving as your system of record for your sales hierarchy structure, Commissions allows you to manage new hires, terminations, and even mass changes easily with absolutely no coding and no outside dependencies.
Spend your compensation budget wisely

Modeling need not be complicated and time consuming. We made it simple. You can now do it in just 3 simple steps - run model, view results, and promote to production. With it you can provide the most accurate budget estimates to finance and ensure your incentives work for you. You can model multiple compensation plans, rules, and rates, compare them side by side and easily push the best one into production. You don’t need to go into a separate sandbox for modeling, which means there is no cumbersome, “lift and shift” process to make a modeled plan live. The best part: compensation administrators can model and forecast multiple what-if scenarios with zero dependence on IT.

Lower your risk with complete auditability, traceability, and robust security

There is 100% audit trail visibility and traceability for SOX compliance. Every screen has detailed audit logs that record who made what change and when. Previous states are tracked by time and by user. You can easily trace any payout amount back to the originating sales transaction with one-click-traceability. You get the much-needed visibility and flexibility to comply with the Revenue Recognition Standards 2014. On the security front, CallidusCloud has got you covered. The application provides strong business unit security, role-based security, and organizational reporting security. For security in the cloud, CallidusCloud has adopted one of

No one is locked out of the system

Sales reps can access their portal anytime, even when payout calculations are running. No one is ever locked out of Commissions thanks to the parallel processing capability. Companies with multiple business units will find this particularly useful. This unparalleled capability allows multiple business units to process separate calculations simultaneously. So for instance, a comp admin in APAC can run a compensation calculation even while the EMEA payout numbers are being processed.

Robust reporting for all your stakeholders

Commissions gives you a variety of reporting options for all your different stakeholders from sales management to finance. It ships with standard out-of-the-box reports and a report writer to create your own reports. You get a comprehensive library of pre-packaged reports that are available over the web and on mobile. If you have more specific needs, you can easily configure a diverse range of the most flexible and interactive reports using just drag and drop actions. With these reports:

- Sales reps can be on top of their payouts and better understand their performance
- Sales managers get a clearer understanding of how their teams are performing
- Finance can track amortization, accruals, total spends, and much more
About CallidusCloud

Callidus Software Inc. (NASDAQ: CALD), doing business as CallidusCloud®, is the global leader in cloud-based sales, marketing, learning, and customer experience solutions. CallidusCloud enables organizations to accelerate and maximize their lead to money process with a complete suite of solutions that identify the right leads, enable proper territory and quota distribution, enable sales forces, automate configure price quote, and streamline sales compensation — driving bigger deals, faster. Over 5,000+ leading organizations, across all industries, rely on CallidusCloud to optimize the lead to money process to close more deals for more money in record time.

the best defenses. Designed to protect information confidentiality, integrity, and availability, the “defense-in-depth” approach is multilayered, with defenses at all touch points in the flow of data.

Integrates to your systems easily

You can easily integrate Commissions to all major CRM, ERP, and HR systems such as Salesforce, Oracle, SAP, Microsoft, NetSuite, Workday and many more. Commissions integrates both at the data level as well as at the process level, so you enjoy real-time data insights and have the flexibility to execute business processes across your multiple systems. The integration with Salesforce.com is particularly robust. Sales reps can live within Salesforce.com, easily see their commission statements and even forecast their income, encouraging them to close opportunities faster.

Fastest, proven, scalable

Rated a leader in the Gartner Magic Quadrant, three times in a row, the solution provides unbeatable scalability, reliability, and performance that you can rely on. Being a multi-lingual, multi-currency solution, global enterprises deploy it across multiple business units to enjoy a holistic view of their global sales organization. Being fast, you can run your payout calculation in minutes. Pay your sales reps as often as you want, monthly, weekly or even daily.

Deep domain expertise

CallidusCloud pioneered the category of incentive compensation management solutions way back in 1996. The NASDAQ-listed company has led the innovation for this space since then, out-spending and out-innovating the competition by a wide margin. Having saved millions of dollars for some of the world’s most demanding sales organizations for nearly two decades, CallidusCloud brings deep domain knowledge, industry best practices, and unmatched expertise to the table. The tenured professional services team guides you through the implementation phase, streamlining your business processes and identifying areas for improvement so that you derive maximum ROI from the product.

Rapid time to value

Derive value fast with quick implementations, rich out-of-the-box capabilities, and a vibrant community of engaged users you can tap into for continuous learning, knowledge sharing, and best practices. The guided user interface flattens the learning curve. A library of rules and reports, preconfigured plan logic, prepackaged workflows and more means you hit the ground running. Commissions makes you faster to market with new products, incentive plans, and channels ahead of your competition. With Commissions you reduce overpayments, eliminate compensation disputes and grow revenue.

Commissions supports:

- 5 million payees a month
- Revenues of $1 trillion a year
- Payout of over $62 billion a year
- Average calculation runtime of 26 minutes