

PIVOTAL SOFTWARE

Pivotal is a Silicon Valley software and services company that pairs next-generation software development methodology and cloud-native platform and analytics tools to reshape and digitally transform its client companies.

Industry: High tech

“What value have we seen from CallidusCloud? A great deal. Everything from a much better experience all around for payees to huge time savings, increased accuracy, and enhanced flexibility for those of us on the administrative side.”



Juli Spagnuolo

Senior Manager of Sales Compensation

PRODUCT

CallidusCloud Commissions

VALUE

Transformative, comprehensive solution to manage and automate sales compensation-related activities now and in the future

Pivotal™

Pivotal Reduces Compensation Inaccuracy by 72%

Learn how Pivotal moved to a single, comprehensive solution and why it chose CallidusCloud.

[Watch the video](#) | [Learn about CallidusCloud Commissions](#)

Challenge:

With five different systems (sales rep assignment, goal setting, sales hierarchy, reporting, calculation tool) and multiple manual processes, managing sales compensation was extremely tedious, time-consuming, and error-prone. As a result, the company's 500+ payees in 27 countries often received payments late. In addition, they lacked visibility into their overall status and had to log into multiple systems.

Solution:

Pivotal turned to CallidusCloud Commissions to ease administration and improve the payee experience. By automating manual processes, the solution saves HR, Sales, and Finance numerous hours every month. It automatically handles all penalties, uplifts, and accelerations as well as calculates and pays SPIFs. It also produces advanced and timely reporting for senior management, integrates with the CRM and Workday systems, and has provided 100% on-time time payment and transparency to the field since its initial deployment.



Reduced
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Saved
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