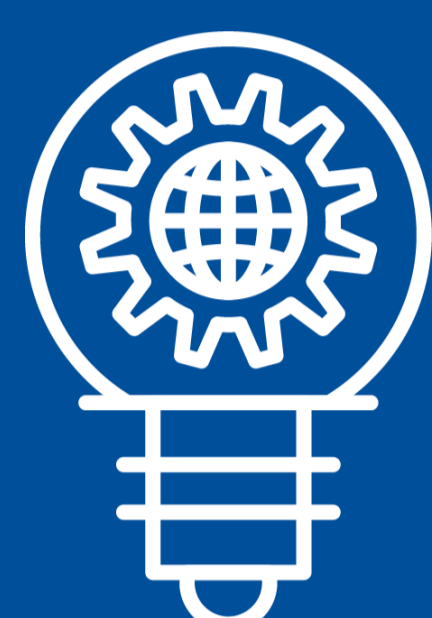


7 BENEFITS OF A SALES COMPENSATION MANAGEMENT (SCM) SOLUTION.

A reliable SCM solution offers many advantages for effectively automating compensation plans from start to month-end closing. Below are the most valuable and cost-saving benefits.



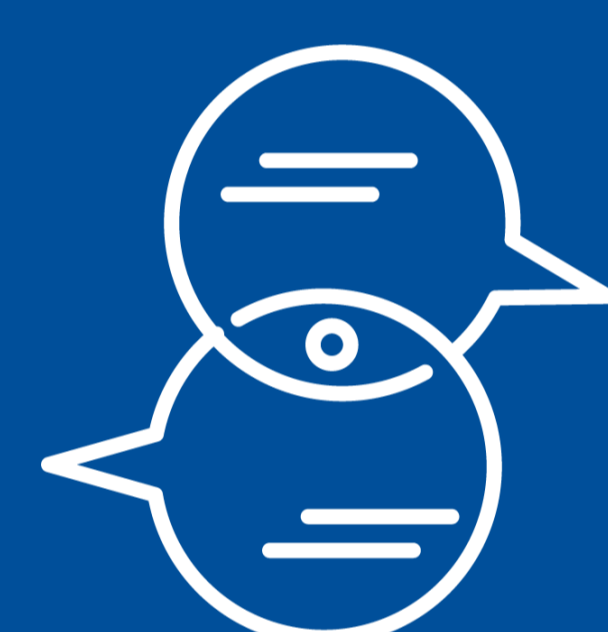
1. INCREASED ACCURACY – Your salespeople expect to be paid accurately. With automated commission calculations, sales teams have direct visibility of their commissions status with easy-to-understand reporting and no guesswork.



2. ENHANCED EFFICIENCY – Run commissions in minutes, not days. SCM solutions pull data automatically, drive human attention to critical tasks like validation and exception handling, and eliminate much of the time-consuming and error-prone processes that create sales and finance issues.



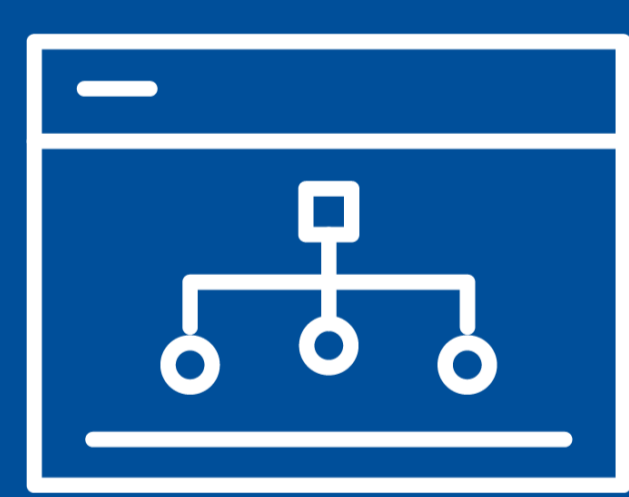
3. OPTIMAL CONTROL – SCM solutions give Finance leaders everything they need to enhance financial control and decisions, create an audit trail for all payouts, exceptions, adjustments, and ensure the proper checkpoints are in place for internal oversight of processes and approvals—ultimately, reducing time, cost and errors.



4. EFFECTIVE COMMUNICATIONS – From communicating monthly commissions and plan changes to reps, to delivering a central solution for inquiries and changes to handling and tracking acceptance of terms to management; your SCM solution will serve as a hub for all things commissions – saving time and creating an audit trail for every inquiry.



5. ACTIONABLE INSIGHTS – A central location for comp plans, attainment, and payouts gives management new insights to make decisions over time. You can ensure you're working to retain your best reps and that low performers aren't slipping under the radar. In addition, SCM solutions can estimate the financial impact of the commission plan changes, giving your management team the reliable insights needed to drive critical business decisions.



6. COMPANY ALIGNMENT – Business changes are constant, with new products, new markets, and continually shifting economic trends. Without visibility into aggregated insights or estimates of the impact of making a plan change, it can be nearly impossible to optimize the powerful but costly tool that commissions can be. With the insights created by a true SCM solution, managers can ensure that sales teams are motivated effectively to drive the right performance outcomes and the most meaningful deals for your business.



7. ENSURE COMPLIANCE – SCM solutions provide automated processes to improve governance of compensation deficiencies for sales, finance, and accounting managers. With new regulations like ASC 606, automating workflows help ensure compliances can be met with trackable oversight and audit checkpoints, improving the decision-making processes and reducing risks that impact the bottom line.



No matter the size of your sales organization, SalesVista has the right sales compensation management solution for your business. Visit us at salesvista.com to learn more.