



EPIQ CUTS COMPENSATION COMPLEXITY, RESTORES CONFIDENCE IN THE NUMBERS

THE CHALLENGE

Epiq Systems is a leading global provider of technology-enabled solutions for electronic discovery, bankruptcy, and class action administration. The company prides itself on helping its clients, including law firms and corporate legal departments, to leverage innovative services and achieve successful outcomes. However, an antiquated approach to managing sales comp on more than 60 spreadsheets was stifling the company's ability to ensure the same level of success when it came to motivating and accurately paying its large global sales team.

THE SOLUTION

Epiq needed to automate its comp initiatives to eliminate complexity and errors, while restoring trust in the numbers. After a competitive review, Epiq chose Xactly Incent™ due to the solution's strong reputation in the market, ability to handle complex compensation structures, and world-class user interface. Today, all of Epiq's comp plans are centrally managed from one automated system, giving the company a single, accurate source of truth for all of their compensation data.

THE RESULTS

Xactly has been a unifying force across Epiq. Sales reps now have complete visibility into their plans and performance and can drill into their deals and payments from their computer or mobile device anytime, anywhere. For Finance, the system restored confidence in the numbers and improved incentive planning through better reporting and analytics.

Xactly enables HR and legal teams to create a clear audit trail, eliminating countless hours tracking emails. Epiq plans to use Xactly Insights™ to benchmark their comp initiatives against industry best practices.

As a result of automating their compensations processes, Epiq's leadership team can now focus on the strategic initiatives they need to inspire the performance of their growing sales team.

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For our reps, Xactly has increased their ability go out and sell. They're no longer concerned with the calculations behind their comp.

– Maria Oczko-Canant, Senior Financial Analyst, Epiq

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EPIQ WAS ABLE TO:

-  Eliminate countless hours tracking emails
-  Improve incentive planning through reporting and analytics



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