

VISIBILITY ENHANCES SALES TEAM PERFORMANCE

THE CHALLENGE

Insperty provides human resources and business performance solutions to more than 100,000 companies with over 2 million employees across the United States. As a company focused on improving the performance of its customers, Insperty wanted to provide its internal teams with the solutions necessary to become more efficient and help increase revenues. Paying sales compensation became time-consuming and complicated because several different systems were being used, so the process could take administrators many days to complete. In addition, management needed a way to accurately track and forecast sales results, and was eager to find a solution that locked in compliance.

THE SOLUTION

Insperty selected Xactly Incent to more fully automate its compensation process and free its sales team to focus on growth. Today Xactly handles payments for over 435 Insperty employees including Business Performance Advisors, district managers, regional managers and vice presidents from one central system. Now any user can access the system to see precisely where they are relative to their plan or sales compensation earned in any given period. In addition, Insperty Business Performance Advisors can access their sales compensation information anywhere, anytime with the Xactly mobile app.

THE RESULTS

Xactly has enabled Insperty to thoroughly understand its sales compensation plans. Managers are able to login to the system, see the numbers, and ask the right questions of their teams to drive results. Reporting is no longer a complex and painstaking process as all the data needed for auditing and Sarbanes-Oxley compliance is available at the click of a button. Additionally, Xactly Analytics means sales and finance executives can gain insight into team performance, enabling them to be more strategic when it comes to forecasts and projected results.

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Xactly has been a huge win for us. The solution provides the assurance that the sales compensation we are paying is accurate and on time.
— Jen Montgomery, Senior Sales Analyst, Insperty
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INSPERTY WAS ABLE TO:



Free sales team to focus on growth



Gain insight into performance