

INCENTIVE COMPENSATION BY THE NUMBERS

Why You Can't Ignore the Need for Automated Incentive Compensation Management (ICM)

69% of organizations don't hit revenue targets – **WHY?**



Accurate Incentive Compensation is **Critical.**



Inaccuracies mean **money left on the table**



The Impact of **Automated ICM**

Before

After



Learn how you can improve your sales compensation ROI and the benefits of automated ICM in the full guide, "4 Best Practices to Increase ROI for Sales Incentive Compensation."

Xactly
Inspire Performance

Sources:
¹CSO Insights 2018
²Vertana Research
³2018 Sales Compensation Administration Best Practices Survey