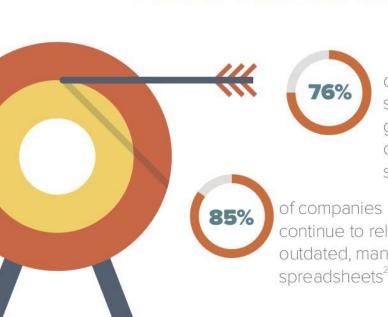
INCENTIVE COMPENSATION BY THE NUMBERS

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

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



of organizations struggle to meet goals because of unorganized sales data²

of companies continue to rely on outdated, manual



of companies using reporting don't have access to daily, real-time analytics

of companies have incentive compensation payment errors at an average rate of 5%3

Accurate Incentive Compensation is Critical.



Paying 500 sales reps \$100,000/ year





Inaccuracies mean money left on the table



Overpaying up to 3% annually = \$15M loss



The Impact of Automated ICM

Before



Up to 4 full-time employees spending up to 10 days/month





Up to 3% commission annual overpayments





After



60% less time spent on incentive compensation



50% fewer unreturned compensation plans



commission payouts



80% less time creating and routing plan docs



quota attainment



shadow accounting

Learn how you can improve your sales compensation ROI and

the benefits of automated ICM in the full guide, "4 Best Practices