



Zillow

“Because employees now have data at their fingertips, they’re spending more of their valuable time doing what they do best: selling our products.”

Karen Han, Senior Manager of Sales Finance

ANAPLAN FOR SALES

Proactive, automatic incentive compensation

CHALLENGES

- Incentive payments arrived 2 weeks after pay period
- Difficult integration between HR and compensation systems
- Compensation plans not keeping pace with rapid growth

RESULTS

- Most sales and incentive data updated every 20 minutes
- HR data automatically integrated with compensation plans
- Real-time data and analytics available to all, with role-based access control