



ANAPLAN FOR SALES

Better incentive plans improve sales performance

CHALLENGES

- Multiple, disconnected incentive plans
- Cumbersome review process for incentive payouts
- Delayed payouts reduced employee motivation
- Difficulty adapting to market changes

RESULTS

- 2 days needed for compensation calculation, down from 6
- 1 month between incentives earned and paid, down from 3
- 4 compensation administrators for 4,500 retail salespeople