

Key Challenges and How We Solve Them

Incentive Compensation Management

Anaplan

Challenges

- Lack of collaboration across sales, finance, and compensation administrators/analysts
- Resource intensive – it takes a large team of compensation administrators and analysts to model & plan compensation and resolve disputes
- Spreadsheets or legacy solutions are cumbersome, error-prone, and lacks the flexibility to plan, model and manage incentive compensation

Anaplan Enablers

- Model potential compensation structures and assess their effectiveness before rolling them out to the sales team
- Minimize disputes by providing sales reps with real-time information into performance and compensation structures
- Incorporate territory and quota information to ensure that compensation plans align with your organization's larger sales strategy

Business Value

- Reduce AE turnover and associated enablement costs
- Reduce total number of disputes and associated resolution time
- Increase quota achievement
- Reduce time it takes to prepare and distribute quotas



"We've become quite popular in our company. Now that we're getting the data out weekly, people come looking for us."

- Manager of Sales Compensation