

TYPICAL USER BASE

Quota Planning & Management

Anaplan



Sales Operations

- Review top-down quota cascade using regional and geographic assumptions
- Facilitate quota interlock with sales management
- Adjust quotas as needed, implementing the final scenario in the system
- Facilitate process to assign rep quotas and send compensation plans / quota letters to quota-carrying reps
- Deliver output to compensation analyst



Sales Management

- Review top-down quotas executed by sales operations
- Assign and approve sales rep quotas
- Negotiate what-if scenarios with finance business partner and sales operations
- Communicate final rep quotas

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Compensation Analyst

- Receive final quotas from sales operations and validate the compensation plans
- Maintain and update incentive compensation model
- Facilitate the delivery of the final compensation plan letters to quota-carrying reps



Finance Business Partner

- Provide top-down targets to ensure cascade calculations and assignments are within the limits of approval
- Receive and validate COS (Cost of Sales) as a part of annual operating plan