



IC Calculation Engine has been implemented for a Leading Global Surgical and Vision Care Company

INTRODUCTION

This leading entity is committed to enhancing the health and well-being of humans worldwide. It is recognized for its dedication to innovation and creating top-tier vision care products.

CHALLENGES FACED

- Serviced by leading incentive solution providers
- 65+ sales incentive plans across 4 organizations in US & Canada
- Overly complex payment scheme with 10-20+ measures in each plan with complicated qualifiers for paying upside
- Basic reporting capability
- Multiple data sources for sales transactions with several manual touchpoints
- Annual plan with ongoing changes which systems were not able to cope up with

INCENTIVE SOLUTION ROLLOUT

To address these multifaceted challenges, Aurochs implemented a comprehensive solution, incorporating the following key components:

- Performed POC for 2 most complex plans
- Assessed ICM needs across all business units and created as-is process mapping
- Requirements gathered using standard templates (for 2018 as well as 2019)
- Configured relevant Aurochs modules based on the client's requirements

- Ran configuration for all of 2018 and compared outputs with their existing system
- Developed web interfaces for manual touchpoints
- Developed ongoing operations governance protocol with partner

OUTCOME

- Outputs from Aurochs System matched completely with the client's output file for 2018
- For cases where there were mismatches, we were able to identify the exact reason for the mismatch (primarily miscommunication on the requirements side or a different input file)
- Reduced total cost of ownership by ~50%
- One IC platform and standardization across North America
- Change management time was reduced by over 50%

Complexity



Budget



Scalability



Ease of use



Automation

