



# How does an incentive process work better?

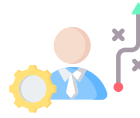
## Data management



01

- Data source identification and ingestion
- Data organization & transformations
- Data validation

## Sales Alignment & Crediting



02

- Transaction/prescription/account alignment with payees across levels
- Product group definitions and exceptions
- Credit splits, overrides

## Incentive Business Rules



03

- Performance measures, payout slabs, payment qualifying criteria
- Calculation periods, component weights
- HR exception rules

## Reporting



04

- Summary and detailed performance reporting
- What-if calculator
- Incentive related insights
- Manager Summary

## Engagement & Insights



05

- Sales growth earnings
- Team ranking
- Cohort-driven customer nudges
- Performance relative to district, regional groups

## Program Governance



06

- Target & Plan Acknowledgement
- Alignment updates
- Change, Overrides, and Payout Approvals
- Query & Dispute Management

## Benefits you will get

### Incentive Management

- ✓ Streamlined **single-click** processing
- ✓ **Do-it-yourself** incentive plan management
- ✓ **Agile** and **adaptable** incentive solution

### Salesforce Engagement

- ✓ Effortless **dispute** and **query** management
- ✓ Near **real-time** performance insights
- ✓ **Multi-channel** user engagement

### Business Impact

- ✓ **Anytime** processing & payments
- ✓ **Trust-building** transparency
- ✓ **Elevated** salesforce motivation