

Callidus BPM Solutions for Incentive Management

Configure, deploy and optimize sales and operational processes

Making sure operational processes are current, optimized, and consistent across the organization is key to maintaining and improving sales and operational effectiveness. Many organizations struggle with obsolete, unmanaged and siloed processes that focus on activity rather than performance. Callidus BPM (Business Process Management) solutions allow sales and sales operations to minimize manual tasks, reduce process cycle times and bottlenecks for increased productivity.

Continuous improvement is at the heart of the BPM value proposition. Optimized processes decrease costs, while increasing performance and employee morale. Callidus Software's BPM solutions allow companies to quickly configure template-based workflow processes to support business and operational requirements and changes with minimal IT support.



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Pre-Configured BPM Solutions

Callidus provides Business Process Management (BPM) solutions to address common, high-impact business requirements in Sales Performance Management (SPM) process redesign and improvement. These solutions are tailored to your specific process improvement needs using a standard, configurable, template-based BPM platform to define, model, build, deploy and optimize workflows for sales and operational processes. In turn, they maximize the return on your SPM investment.

Sales Transaction Assignment

A secure, self-service portal that enables sales entities to search for and submit claims ownership for sales transactions. This solution improves compensation system accuracy, increases sales operations productivity, and boosts sales team confidence in the compensation system.

Sales Ops Workbench

Sales Ops Workbench manages submissions and process changes for critical modifications to organizational hierarchies. This solution allows business and sales operations users to submit requests for new or changed information. All the details of the request are validated and verified based on the applicable business policies. It also provides a notification, approval and acceptance process to payees of new compensation plans, plan/policy changes, new SPIFs, and other events related to sales compensation.

Dispute Resolution

Callidus Dispute Resolution is designed to manage disputes over sales compensation, and apply rules-based logic to resolve most compensation inquiries and disputes. With its simplified user interface, Dispute Resolution is quickly configured with minimal IT support or coding.

Incentive Compliance

Incentive Compliance provides an approval process that tracks and approves commission payment results to internal and external sales producers. This solution allows for complete auditability of the compensation payment approval process, and can be configured to identify payment outliers and help avoid extreme over or under-payments.

To learn more about the Callidus BPM Solutions for Incentive Management, please call our toll free number 866-812-5244 or visit www.callidussoftware.com/products/business-process-management/.

Corporate Headquarters

Callidus Software Inc.
160 West Santa Clara Street
8th Floor
San Jose, CA 95113 USA
Tel: (408) 808-6400
Fax: (408) 271-2662
info@callidussoftware.com

UK and European Headquarters

Callidus Software Ltd
1 Quality Court
Chancery Lane
London WC2A 1HR
United Kingdom
Tel: +44 207 061 6301
Fax: +44 207 061 6302

USA Offices

Atlanta, Austin,
New York, San Jose,
Scottsdale

International Offices

London, Mexico City
www.callidussoftware.com