

Callidus Communicator

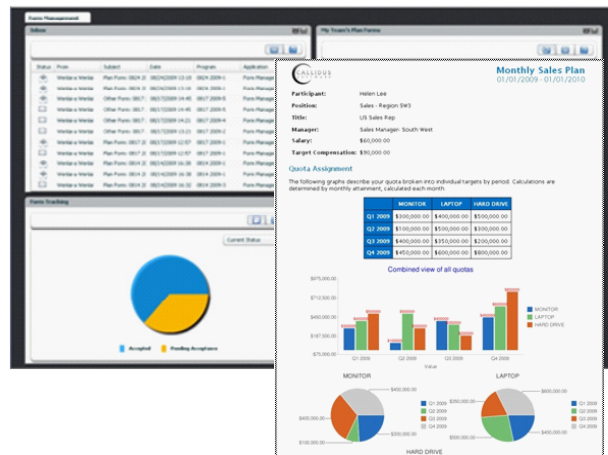
In today's dynamic business environment, acquiring and retaining top talent is a key to success for any organization. In addition, enhancing sales team communication and improving sales performance is one of the top initiatives this year for sales executives according to a survey.

Callidus Communicator extends the leading Sales Performance Management (SPM) solution, dramatically accelerating the process of distributing sales compensation plans to the field and gaining acknowledgement from each salesperson in a timely manner.

While all companies require that sales people accept the compensation plan as a legal contract, most companies are not equipped to track the acceptance of the plans in an auditable manner. With distributed sales forces in multiple geographies with different legal requirements, the problem of creating, distributing and tracking the compensation plan document is not trivial.

With Callidus Communicator, organizations can now transform and streamline the sales plan management process so that it's completely online and in real time. Configurable approval routing saves time and improves productivity by eliminating manual processes (fax, paper, e-mail) for managing, auditing and tracking sales plan acceptance. Advanced data visualizations help improve communication between the organization and its salespeople. By making the compensation plan available through an integrated sales portal, it makes plan review and acceptance an integral part of the salesperson's day-to-day activities.

Callidus Communicator integrates tightly with Callidus' industry leading SPM solution eliminating the redundancy of entering the plan specific data multiple times. This automated process enables organizations to roll out mid-year quota changes, plan changes, organizational changes, etc., to the entire sales force seamlessly from an integrated pay-for-performance solution and a single vendor on a 100% SaaS architecture.



Callidus Commissions Manager helps companies and sales professionals boost productivity by managing commissions and claims as part of their day-to-day opportunity management.



Key Features and Benefits of Callidus Communicator

Key Features for Sales

- Accelerates compensation plan rollout and acceptance from the field
- Eliminates need to manually receive and resend plan documents by e-mail, mail or fax
- Seamless communication of new plans or changes to existing plans through email notification

Key Features for Operations

- Easy-to-use interface for compensation plan management
- Support for multiple templates
- Configurable routing processes for managers, plan participants, and administrators — monitor process, and identify bottlenecks
- Status reports on distribution and document acceptance
- Auditable plan acceptance and archiving
- Automatic alerts to end users
- Integration with Callidus' Sales Performance Management (SPM) solution

Key Benefits

- Increase sales efficiency and effectiveness by eliminating the lengthy and error prone processes of managing paper, fax, and email based acceptance of plan documents
- Increases time available for sales operations to focus on key, strategic business management initiatives
- Empowers sales and sales management with increased time for core, client facing, selling activities
- No risk starting point for an SPM strategy

For more information about Callidus Communicator, visit www.callidussoftware.com/products/. To learn how to use the Callidus Communicator and SPM solution to drive business performance, please contact us.

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