

Callidus Commissions Manager

Today's dynamic business environment requires companies to create and support a pay-for-performance culture, and to manage the compensation cost effectively. While organizations recognize the need for pay-for-performance, analysts estimate that approximately 5-10% of lost sales opportunities are due to administrative and optimization inefficiencies. The sales compensation plans are too complex, opaque and lack buy-in from the field.

Callidus Commissions Manager automates the compensation plan definition, computing incentive compensation and approval of payment requests. Since it integrates with Salesforce CRM, it allows you to extract greater value – and adoption – from your Salesforce CRM solution by computing compensation on opportunities.

Callidus Commissions Manager is a 100% native salesforce.com Force.com solution. It is a compelling, yet easy-to-use solution that can be rapidly deployed. It enables companies to automate common sales processes such as payment request approvals as well as dispute resolution.

Callidus Commissions Manager enables companies to set up compensation plans that include quotas, on-target-earnings and rate tables to pay commissions on a per-transaction basis or year-to-date attainments. It is a self-service solution that allows sales representatives to initiate requests for credit and payment on closed opportunities. Sales representatives can also calculate commissions on closed opportunities using the plans that have been assigned to them building trust in the process and system. The payment requests are then automatically routed to their manager via a configurable workflow. Approved payments are tied back to the opportunity, and can be exported to financial or payroll systems.

Interactive role-based dashboards within Callidus Commissions Manager empower managers by putting relevant information at their fingertips. Stack-ranking and total compensation paid on a closed opportunity dashboards give managers actionable insight into the end-to-end process. Sales representatives can also track metrics such as their year-to-date attainment, payouts over time, and their opportunities and compensation funnel.



Managers' dashboard – Managers can review the participants' performance to gain actionable insight.



Key Benefits

For Sales

- Compensates consistently and transparently on closed opportunities
- Accelerates processes through workflow and collaboration
- Use familiar CRM desktop for end-to-end process – opportunity to compensation
- Self-service user interface for managers and sales reps to calculate compensation and request payments

For Sales Operations

- “Do-it-yourself” business rules and plan building
- 100% web-based for ease of deployment
- Centralizes opportunity, forecast and compensation management capabilities
- Eliminates spreadsheets from compensation calculation process
- Online reviews and acceptance provide needed transparency to build trust in the process
- Improves adoption – access via Salesforce CRM blends seamlessly with everyday user experience

Key Features

- Single point of management for sales compensation and opportunities
- Easily deployed – 100% native to salesforce.com Force.com and downloadable from the AppExchange
- Enables sales representative to request credits and calculate compensation payments for closed opportunities
- Built-in workflow for managers, plan participants, and administrators — monitor process, identify bottlenecks
- Inline analytics for managers and administrators — understand sales compensation programs effectiveness, and areas of underperformance

For specific certifications and requirements, visit www.callidussoftware.com/products. To learn how to use incentive management software to drive business performance, please contact us.

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