


## Intangent Implementation Services:

# Expert Launch Methodology for Incentive Compensation Management



Organizations that automate their sales compensation process are poised to grow their sales results through enhanced performance monitoring. Making the decision to automate Incentive Compensation Management (ICM) sets the right trajectory, but the launch can fall short without the right leadership and technical expertise.

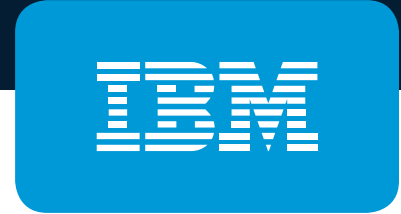
Intangent has the experience and knowledge to seamlessly implement your ICM solution, without taxing internal resources. Intangent's Implementation Services are tailored to match your industry's best practices, your company's business processes, and your organization's compensation plans. Intangent experts bring support to every aspect of customizing and configuring ICM software.

### Intangent's Implementation Services

- Project Management
- System Integration & Configuration
- Data Integration
- Application Testing
- Training
- Go-Live Support

## IBM ICM Leadership

Intangent is a trusted resource with high-performance experience implementing IBM ICM for organizations across a broad range of industries, and the implementation team can empower your sales organization.



## Delivering Results

### Implement Efficiently

With incremental support, there's no need to divert internal resources from other priorities. Intangent uses a playbook methodology to implement faster and more effectively than with an in-house team alone, keeping mission-critical programs on target.

### Leverage Expertise

Intangent's IBM-certified project management team is highly experienced and qualified to reverse-engineer any issue and attain positive results.

### Enhance Training

Use the implementation process as a training opportunity for in-house staff to ensure best value from your technology investment by creating your own experts. The Intangent team will share knowledge and specialized skills needed to best understand, implement and operate IBM ICM.

### Create a Strategic Plan

Intangent's team can help you avoid the time and resource drain associated with an in-house implementation, handling data integration, system design and staff training. Stop thinking months and years down the line, and start getting value from IBM ICM right away.

## Intangent's Implementation Tools for an Expert Landing

- Discovery
- Application Design
- System Configuration
- Data Integration
- Deployment
- Testing

### The Bottom Line

For every deployment of an ICM solution, Intangent can add value to enable a seamless implementation phase.