INTANGENT

Incentive Compensation Management: Automating for Sales Lift

Organizing, tracking outcomes, and administering variable-rate compensation within sales organizations can be a burdensome task, especially as organizations grow. Manual processes can weigh down the team and distract from the end game – selling to customers.

Companies can automate the administration, calculation, analysis and reporting of compensation programs with Intangent-deployed IBM Incentive Compensation Management (ICM) solutions. Automation increases overall accuracy, reduces costs, and provides a comprehensive view of sales compensation and performance plans. The flight plan becomes clear and the weight of sales management is lifted with Intangent ICM solutions.

Alignment Fuels Productivity

89% of sales organizations say aligning the workforce to business strategies/goals is a key benefit of deploying ICM.

Reduce Overpayments

ICM automation can cut overpayments by over 90%.

Delivering Results

With IBM ICM deployed, sales organizations can operate with confidence knowing that compensation programs are being managed accurately and effectively in-line with corporate strategies and goals.

Reduce Admin Investment
Businesses reduce their administrative and IT overhead by 90% through automating incentive compensation processes. That means less churn on incentive administration and more focus on meaningful analysis.

Build Trust
Accurate, information-dense, current reporting gives sales reps confidence in the system with no need for them to burn precious selling time 'shadowing' internal accounting. Reps can simulate scenarios to estimate potential earnings and maximize their sales efforts.

Dispense with the Spreadsheets
49% of sales organizations say that relying on spreadsheets makes it difficult for sales professionals to manage efficiently. Kick spreadsheets to the curb and automate ICM for up-to-the-minute reporting on mission-critical operations.

Rely on Data-Driven Selling
Learn more about your sales team, customers, and products by leveraging precise data, automated processing, and practical analytics tools. Reliably predict and track your sales growth with data-driven selling.
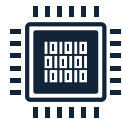
Intangent can help businesses across a wide range of industries leverage IBM ICM.

Financial Services	Insurance	High Tech	Retail and Hospitality	Business Services	Medical Devices	Manufacturing and Distribution

The Bottom Line
Intangent can deploy IBM ICM to create an automated system that will help your business take off.