Top 10 Sales Comp reporting Must-Haves

- ✓ **Clear presentation of information:** Crisp design enables sales reps to quickly see <u>what</u> they got paid and <u>why</u>.

- ✓ **Interactive Graphics:** Sales professionals are notoriously graphical thinkers; reports should incorporate interactive graphics at every opportunity.

- ✓ **Access to transaction level detail:** Eliminate wasteful phone calls by providing reps with the ability to drill down to transaction level detail.

- ✓ **Secure access to information based on role:** Executives view organizational performance, Managers view only the performance of their team, Reps view personalized data.

- ✓ **Access to all historical reports:** Plans often require multiple reports & sub-reports, provide historical access to all reports.

- ✓ **Real time updates:** Sales professionals should be able to view real time updates to sales events and projected earnings as close to real time as possible.

- ✓ **Available through either web (pull) or e-mail (push):** Commission Statements should be available not only over the web, but also via e-mail which can be particularly important to those selling through indirect channels..

- ✓ **Flexibility to report on any data in the system:** Broaden your view from just sales performance reporting to reporting on product category sales, customer segments, etc. The Sales Performance database is often the cleanest set of sales data in many companies.

- ✓ **Integrates with Messaging and Approvals processes:** What good is reporting and performance feedback if you can't collaborate with your manager about it.

- ✓ **Accessible on multiple platforms:** Web reporting should platform independent allowing reps to view information through multiple channels.