



Success Story
Telecommunications Industry



Boosting Motivation at KKTCELL Through a Flexible Commission and Incentives Solution

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Kuzey Kibris Turkcell (KKTCELL) is a subsidiary of Turkcell that operates in Northern Cyprus and is the largest regional network provider in terms of registered users and network coverage.

KKTCELL provides communication solutions to customers through mobile, voice, and data products.

Need



KKTCELL was looking for a way to link the group's culture and values, strategic priorities, and company goals, with the compensation and incentives of their employees.

What KKTCELL needed was a single, integrated compensation solution that could calculate commissions and communicate accurately and seamlessly for its Retail and B2B divisions. Due to their highly-changing environment, they needed an absolute integration with their existing IT systems, with data transparency an essential component.



Solution



To address their challenges KKTCELL selected beqom's Sales Performance Management platform, setting up an entirely auditable system with complete data clarity through their commission and incentives processes.

As a result, they can now calculate commissions accurately and seamlessly for their retail and B2B divisions. The solution is completely integrated, with easily configurable and changeable plans and rules and full flexibility to manage the group's sales performance and incentive compensation plans.

Benefits



By leveraging beqom, KKTCELL:

- Reduced the time to implement new incentive programs
- Enhanced sales force motivation, due to clear and transparent incentive calculations
- Brought full auditability and data transparency to the commissions program, significantly decreasing the amount of disputes

Corporate Snapshot

Sector: Telecommunications

Headquarters: North Nicosia, Northern Cyprus

Ali Gürler, Director Of Technical Operations at KKTCELL

“beqom enables us to manage a dynamic environment faced with constant changes to commission calculations, with a seamless integration to our IT landscape. Commissions are calculated accurately, calculation times are far less and beqom provides full auditability and data transparency.”



Happiness is the best driver of success

Our mission is to make the workforce of our customers happy. beqom drives happiness by allowing business managers to lead, align and motivate employees and partners. The beqom Total Compensation solution is used globally across all industry sectors by over 100 large companies such as Microsoft and Vodafone. It addresses all performance and compensation aspects such as salary review, bonus, long-term incentives, commissions, benefits, non-cash rewards and all key drivers towards employee performance and sales performance.

HR, sales and finance departments leverage our platform to drive performance, retention, cost optimization and... happiness among their people.

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