

beqom delivers accurate, transparent, and trusted SPM processes that motivate and align your sales force

Design a Future-Proof Sales Performance and Incentive Pay Solution

Sales Incentives are meant to drive specific outcomes: attract and retain top talent, align team goals with that of the company and to reward both top-and bottom-line performance. beqom has learned that a well-executed pay plan can drive performance—but only when it is tied to metrics that are tested against outcomes.

- Sales team happiness doesn't come just from the promise of lucrative earnings. It also comes from knowing how their day-to-day activity is tied to success.
- They understand the link between their role and how it fits with the overall company strategy and they also need to know that their goals are fair and reasonable.
- They have confidence that they will ultimately be rewarded and recognized for achieving these goals.

Used by over 100 industry leaders including Microsoft, Orange, and CNHi, beqom's Total Compensation Cloud Solution enables you to align and manage your sales compensation strategy, plans, people, and processes in one place. How do we do that?

- By simplifying incentive compensation management: sales operations can simulate, define, and manage incentive compensation plans, accurately calculate, adjust earnings, and report on sales performance and compensation in a single solution.
- By centralizing territory management: simulate, define, and optimize



multidimensional territories based on any combination of attributes or hierarchies.

- By optimizing quota and objective management: improve quota accuracy through iterative top-down/bottom-up planning, scenario comparison, and collaboration with finance and sales teams.
- By streamlining sales organization management: integrate and manage all your sales team organizations, populations, channels, and dealers directly in your SPM solution.
- By providing a clear link between sales performance and incentive compensation: link targets, results, performance metrics, and assessments to all compensation and reward elements and put them to the test with advanced analytics tools and strategies.
- By ensuring transparency and trust in SPM processes that pay sales teams accurately:

full transparency of all SPM processes from sales transaction to payment.

“Using beqom, Orange has reduced reseller partner claims by 90% ... significantly improving relations between Orange and its reseller network. By gaining key insights from the beqom solution, Orange has reduced the amount of overpaid commissions each month.”

— Eric Jacquinet, Head of Compensation & Benefits for Orange Partner Network, Orange

Interested in finding out how beqom's Total Compensation Cloud Solution can drive sales performance, retention, cost optimization, and happiness among your people?

Contact us today -
info@beqom.com or visit
www.beqom.com

beqom

to make your people **happy**

Contact

beqom
132 Old Post Road,
Southport, CT 06890
408-899-0140
info@beqom.com
www.beqom.com