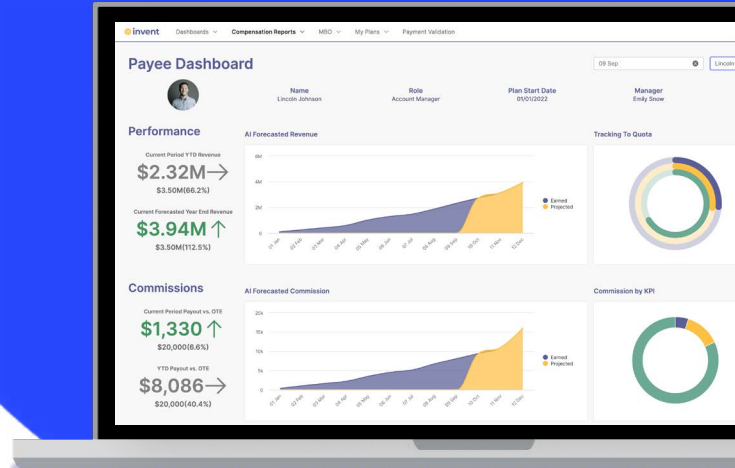


# Growth is the Goal. Simplicity is the Answer.



## Pave the way for growth with Varicent Incentive Compensation Management.

When you and your reps get bogged down by complicated compensation, you know that your aggressive growth goals are getting harder and harder to hit. Leave spreadsheets and administration headaches behind. Enable everyone in your organization to focus on what they do best with Varicent Incentive Compensation Management.

### Create Transparency

Build trust with your entire sales team. Provide complete transparency to each seller on their past and current performance and eliminate surprises and conflicts when reps know how much they will be paid or are projected to make based on up-to-date pipeline data. Maintain open channels of communication with automated workflows and easy-to-understand pay statements.

### Outdo Past Performance

Find the right motivators to hit your growth goals. Leverage built-in behavioral science principles to design the most effective plans fit for your different go-to-market strategies. Rest assured, your plans can keep up with the rapid changes in your market because you can make adjustments on the fly and see the impact on budgets and targets.

### Eliminate Complexity

Simplify the process. A no-code conversational interface guides you at every step to eliminate the clunky, error-prone calculations on complicated commission spreadsheets. Work with the latest and greatest data from your CRM, ERP and other systems directly with integrations to ensure accuracy and consistency.

## Make Administration Painless

Save days of work during month-end from doing manual repetitive tasks. Automate pay cycles, reconcile data with ASC 606 rules and leverage advanced analytics to quickly spot outliers. Generate complete pay statements and export to different formats so that your reps get paid on time.

## Grow Together

Varicent provides unmatched simplicity on a single platform with all the horsepower to enable your business to succeed at every stage, from fast-growing startup to global enterprise. Get fast, easy access to more sophisticated tools and reports as you scale your business to new heights with an end-to-end commission solution.

## Key Features

**Easy-to-use interface:** Conversational interface that can be as simple as selecting options from a menu to build your next plan. No spreadsheets on steroids.

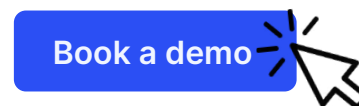
**Right accounting every time:** Simple, prebuilt integration into accounting systems and processes. It features fully defined journal entry reporting and built-in compliance through complete auditing, payment transparency and turnkey support for accounting needs like ASC 340-40, ASC 606 – IFRS 15.

**One single view with integrations to your data sources:** Wizard-style import and export functionality enables you to easily and accurately pull critical data, and export outputs, from and into accounting, payroll and your CRM.

**Fast, easy implementation:** Get up and running in as little as a few hours or days, not weeks or months, with available support from a knowledgeable team to support positive changes. Minimize adoption risk with intuitive setup processes.

**Rest easy with audit trails and automated routing:** Clear audit logs allow you to trace changes made for easy reference should there be inquiries. A robust workflow setup allows you to automatically route documents for approval or release with a convenient eSignature feature.

See the possibilities with your own data when you book your customized demo today!



Component	Credit	Target	Attainment	OTE	Commission	What if Credit
Revenue	\$72,459,202	\$11,000,000	81%	\$16,000	\$11,250	10,000,000.00
Margin	\$3,299,118	\$11,000,000	23%	\$9,600	\$144	5.00
Strategic Revenue	\$3,882,725	\$11,000,000	25%	\$6,400	\$1,622	0.00

Component	What if Credit	What if Attainment
Revenue	\$10,000,000	87%
Margin	35	0%
Strategic Revenue	0	0%

## **About Varicent™**

Varicent is the leading provider of innovative Sales Performance Management software focused on helping organizations Plan, Operate and Pay to drive sales performance and growth. With a full suite of solutions to assist in smarter territory and quota planning, efficient lead- to-revenue operations, and the fastest and most flexible way to pay sellers accurately and on-time, Varicent is the trusted SPM solution for customers worldwide. Varicent combines powerful SPM technology with its augmented intelligence-powered platform to enable customers to quickly and easily see and address sales trends, problem areas, and opportunities by predicting outcomes and prescribing actions to optimize revenue.

## **For more information**

Visit [www.Varicent.com](http://www.Varicent.com)



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