



An Intelligent Incentive Compensation Management Solution to Suit Your Company



Outperform the competition, deliver quantifiable value, accelerate revenue

The speed of business continues to accelerate, and companies of all sizes must find ways to drive better performance at every level. Incentive Compensation Management (ICM) provides the competitive edge you need to outperform the competition and grow your company.

Evolve your revenue performance by removing friction across your business

Taking a continued pulse of your sales organization using sales data allows compensation teams to proactively identify and resolve issues before they're a problem. Empowering your key sellers and sales leaders to open and resolve sales inquiries, while giving them access to real-time pay and performance data will foster a culture of trust by proactively answering questions, helping to remove time consuming distractions, keeping the business performing.

A unified agile solution adapting strategies in days, not months

Real-time compensation management accelerates the ability to test plan changes, implement new plans, and align incentive pay with organizational and sales strategy. By centralizing data and automating processes within one solution, sales teams will have heightened visibility, experience more autonomy, and provide more shared knowledge, resulting in an easy way to quickly adapt to business and market changes.

Outdo Past Performance by enabling Sales Leaders to Coach Real-Time

Sales teams are at the heart of a company's investment and a critical asset to fuel the growth of your business. Smart sales leaders realize this and make strategic decisions about their sales teams, informed by data. Understanding the entire picture of their sales teams supported by pre-built CRM integrations and within Varicent ICM, leaders can identify gaps, coach their teams, and plan for improvements. With this insight, leaders can plan and manage with efficiency, make better compensation decisions, motivate their sellers, and outdo their performance that delivers measurable value.

Key Features

Empower your sales team: By delivering engaging, transparent and timely reporting you will be able to give your sellers the information they need to make quick and timely decisions in their sales cycles. If they do have questions, the AskVaricent chatbot enables them to get quick and AI driven answers to commonly asked questions, driving further self service, and reducing the burden on the administrative teams. Inquiry forms with integrated workflows also enable the team to quickly provide the relevant information needed to fix their issues, and empower the admin team to respond quicker and more effectively.

Fuel data collection from anywhere:

Administrators now have a single centralized management studio for accessing and managing data in the Data module. All of your compensation and sales data is in one place, reducing the number of unnecessary procedures and errors while ensuring consistent data management and administrative experience. The Data Module allows you to construct and maintain tables while connecting to multiple data sources. One data repository to quickly and intelligently manage your data, and data connections. Directly connect to your ERP, CRM, HCM, Data lakes, and other business systems.

Hey Symon.AI – what can you do for me

today?: Symon.AI is our leading augmented and artificial intelligence solution powering the data warehousing and analysis of sales performance data leveraged to solve the most complex sales business challenges. In just a few short years we have created out-of-the-box blueprints, developed and retrieved advanced insights unique to your business and provide a unique view of your sales culture, attrition drivers and seller profiles, all contributing to acquiring and maintaining top performers and avoiding disruptions and lost opportunities... No Data science degree is required.

Payment Accuracy: With the use of Varicent advanced data tools and analytics, powered by Symon.AI, ICM is continuously able to provide accurate and end-to-end data validation throughout the compensation process. Validate on the front end, in the middle or on the back end.

Sales Leader Experience: Sales Leaders are presented with an intuitive user interface allowing for an easy-to-use visual experience with out-of-the-box, no customization or configuration required coaching dashboards.

Power planning with confidence: Envision, through modeling, the impact of changes to existing plans, the introduction of new components, and the complete redesign of plans. Instantly view how new and existing plan changes will impact your compensation programs before making changes.

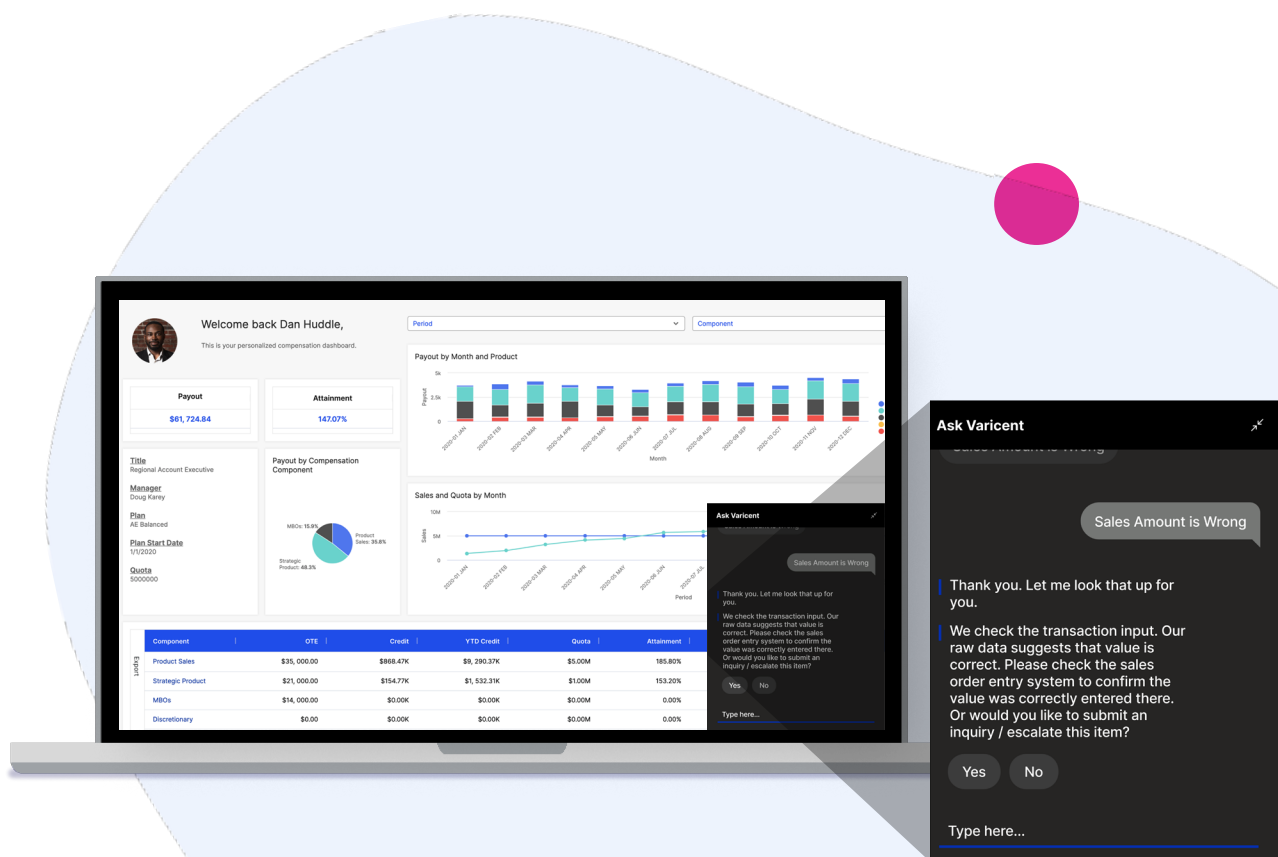
Calculations and Performance: Data file processing time including service time load, transformation, and aggregation processes over 10,000 rows of data per second. Data is stored in a single, centralized location, performing critical calculations with ease. Data is automatically processed, allowing administrators to audit and verify data at their own pace rather than wait at the end of each cycle, thus saving time and reducing errors.

Sales Crediting: Using ICM to handle sales crediting is that a single application can process all the crediting and compensation rules without requiring a separate set of skills or another application. We do not lock our customers into a single way of handling sales crediting.

Our flexible architecture allows us to manage all crediting logic within the application providing more control, easier maintenance, and improved end-to-end performance.

Strategic Partner Investments: Supporting our mutual global client's revenue growth has never been easier with our evolving partner ecosystem. Regardless of company size, we have strategically formed alliances with the leading system integrator firms and technology organizations, allowing our teams to integrate directly with your business, resulting in a world-class triple win outcome.

Schedule a demo



About Varicent™

Varicent is an award-winning SaaS company that helps businesses fuel growth. Its suite of solutions support a company's entire revenue journey, from results-driven planning and predictability to growth. With Varicent, companies worldwide can set smarter goals and territories to maximize revenue potential. Varicent enables teams with AI-driven insights to make better decisions and outdo previous performance, and to create incentive strategies that motivate the right behaviors to achieve revenue goals.

For more information

Visit www.varicent.com



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Varicent™

Canada: 4711 Yonge St., Suite 300
Toronto, ON Canada M2N 6K8

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