

Create a Friction-Free Sales Compensation Experience

You Automate Sales Commissions, Sellers Smash Their Targets

What's Happening With Your Sales Team?

Your salespeople are one of your most valuable assets –and they have a really hard job! There is no way to see their progress against their quarterly or annual sales target. How they are paid is a mystery since their compensation plan is probably in a drawer. They are concerned that unless they spend time analyzing their compensation statements, they'll be underpaid. The result? Sellers who are frustrated, distracted, and leaving their – and your company's – money on the table.

Simple, Powerful, Modern Experience

Automate the compensation process and motivate sellers with a clear and powerful purpose-built solution that is easy to set-up, manage, and maintain for true self-sufficiency. Varicent Incentives for Growth provides your team with the tools and insights they need, when, and where they need it.

Key Benefits and Features

» Sales Portal:

Provide Sellers with On-Demand Access to Pay and Performance Information

Motivate your sales team's performance when you provide transparency into pay and performance data when and where they need it. Eliminate distractions so that your sellers can focus on hitting their next threshold, achieving their targets and smashing their revenue goals.

» Plan Design:

Easily Design and Manage Sales Comp Plans Without Any Coding

Ramp up quickly; built on Varicent's powerful engine with an easy-to-implement, easy-to-use, and easy-to-maintain solution offering you true self-sufficiency. Build comp plans and flexibly copy, customize, and create new components with a guided experience.



» **Workflows:**

Replace Emails and Notes with Automated Inquiry Management

Finally, a way to centralize and automate pay dispute resolution. Prebuilt workflows, routing, and approvals make managing pay inquiries a snap with notifications and dashboards to keep everyone up to date.

» **User Experience:**

Simple, Powerful, Modern Interface

Use conversational, guided wizards to feel confident when setting up compensation plans, working with your data, and building your sales hierarchies – all tracked with a reportable audit trail.

» **Reporting and Analysis:**

Direct Access to Valuable Performance

Insights Role-level dashboards display pay and performance insights and use AI-driven insights to up-level seller one-on-ones to a coaching opportunity, not a performance check-in. Use your data with an easy drag-and-drop experience, and no-code calculations for advanced analytics output.

» **Data:**

Integration and Transformation

Connect to multiple sources, cleanse, and augment your data - all without needing IT assistance. A curated set of pre-built connectors enables you to maintain accuracy with all downstream systems and applications. Interact and pivot your data easily with drag-and-drop control and no-formula analysis.

» **Scalability:**

Never Outgrow Varicent Incentives

Experience true scalability. With Varicent, solve today's commissions problems, and plan for tomorrow's needs without ever outgrowing the solution.

» **Experience:**

Built on Best Practices

Leverage Varicent's nearly 20 years of experience working with hundreds of mid-market companies so you can adopt best practices from the start. Access anywhere support and training in a variety of ways to ensure you stay productive and evolve your skills over time.

Get Started



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.