



Simplified Incentive Compensation to Scale with Your Growing Business

Automate sales commissions, accelerate your growth

Problems for sellers

Sellers are spending too much time not selling. They are distracted, unfocused and wasting time shadow accounting because they have no access to performance data and are uncertain how close they are to their targets or accelerators.

Save time and stop errors

Varicent Incentive Compensation Management removes friction across your business, easily adapts compensation plans to align with sales strategy and leverages AI powered insights enabling you to outdo past performance.

Key Benefits and Features

Get the best of all worlds: 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.

Smooth out the friction: With no codes or formulas, use conversational setup, to get up and running in as little as a few hours, and easily make changes to your comp plan later. With all your information synced in Varicent Incentive Compensation Management, you can increase visibility into team performance, reduce questions and enable your team to focus on what they do best.

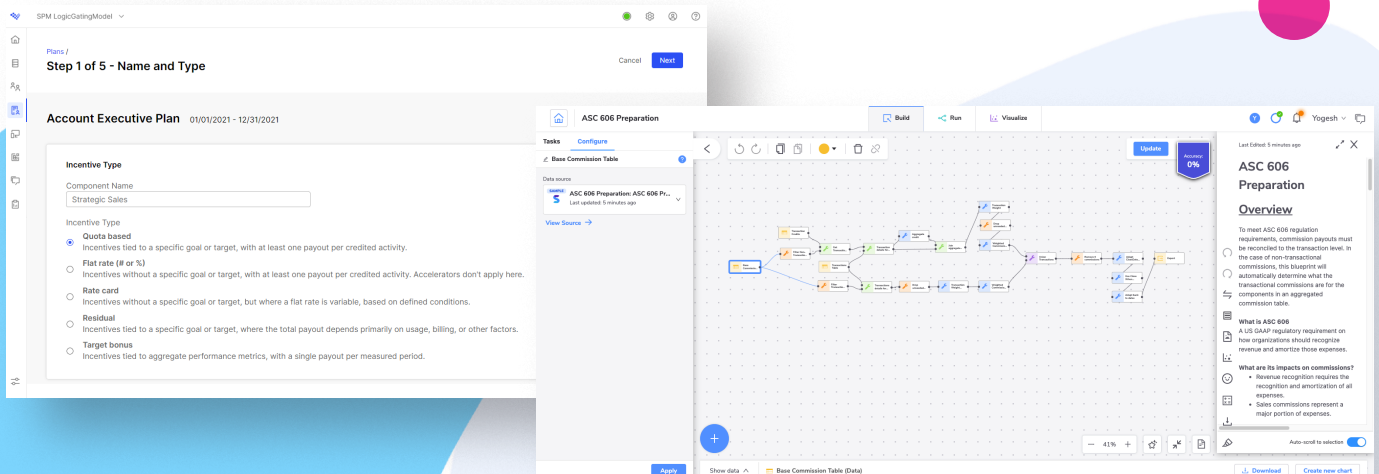
Adapt your strategy on-the-go: Stay in lockstep with changes in the market and your sales strategy with confidence. Model the impact and any risk associated with plan changes before you roll them out – without advanced technical skills. Easily communicate changes, along with expected impacts, to ensure everyone is on the same page.

Outdo past performance: A commission feedback loop recommends motivational quotas and improves the productivity of your team over time. Blueprinting and path-to-performance empowers leaders to coach their team on building a funnel that supports their sales targets.

Simplify how you work with data: Easily connect data across your CRM, ERP and other systems to ensure data accuracy and consistency. You can feel confident that your numbers are right. Even if there's something to fix, it's easy and straightforward.

Save time with a guided experience: Wizard-style import and export functionality allows you to easily and accurately pull critical data into Varicent ICM to use for incentive compensation and reporting, as well as full export capabilities into finance, payroll and CRM.

Get started



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



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