

# Ensure sellers are paid accurately—and on time

Automate the compensation process with Varicent Incentive Compensation Management.

## Problems for sellers

Intricate compensation structures and disparate program-based bonuses pose problems, especially for sellers out in the field who need the breakdown of their commissions.

## Save time and stop errors

Varicent Incentive Compensation Management offers organizations a single location where sellers, managers, and leaders can administer, distribute, and plan compensation accurately and effectively.

# Key Benefits and Features

**Plan and budget effectively:** Understand the financial impact of changes and assess plan effectiveness with Model Compensation Plans that forecast commissions payouts with “what-if” modeling.

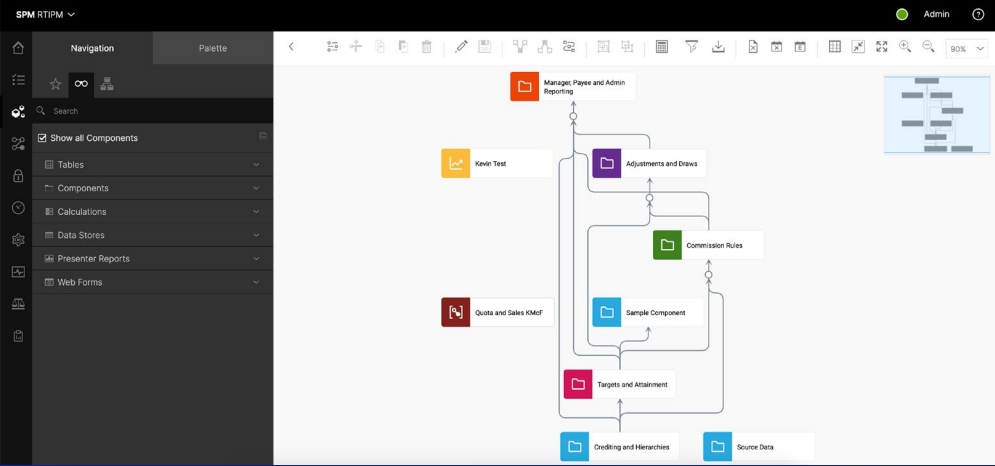
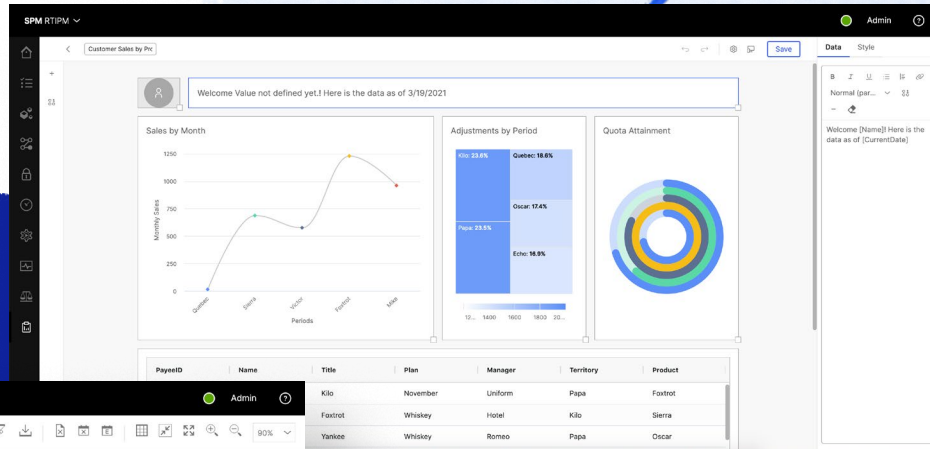
**Ensure accurate payouts:** Step through our interactive data and calculation diagram for full visibility and traceability into any payment. Automate any exception and retroactive adjustment process to make payments with confidence, thanks to AI-driven anomaly and outlier detection.

**Motivate sellers with enhanced visualizations and reporting:** Seamlessly share performance through charts, graphics, and visualizations—giving sellers clear views into their results and potential earnings.

**Understand team effectiveness:** Robust analytical capabilities capture large transactional data and clearly display it for managers to understand the effectiveness of their team and how well their territories align with their plans.

**Manage your territories and quotas with ease:** With effective dated Territory and Quota Management, any changes to territories and quotas are automatically updated in your Varicent Incentive Compensation Management calculations, for easier management.

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**

To learn more about Varicent, visit [www.Varicent.com](http://www.Varicent.com)

---



© Copyright Varicent 2021  
Varicent™

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

Varicent, Varicent Software, Symon.AI, and Lead to Revenue are trademarks or registered trademarks of Varicent in the USA, Canada, and other countries.