

Create smarter, more effective territory and quota plans

Adapt to shifting market dynamics and drive growth with Varicent Territory and Quota Planning.

Fail to plan? Plan to fail.

For most organizations, territory and quota planning is a painful process, generally spanning multiple Excel spreadsheets and taking place behind closed doors. It's an inefficient, time consuming and error-prone approach, often resulting in discrepancies between sellers and their market potential.

A revolutionary new way to plan

Varicent Territory and Quota Planning is uniquely designed for sales teams. It's purpose-built to visually plan and organize your sales deployment model in alignment with your go-to-market strategy.

Key Benefits and Features

Organize effectively for shifting realities:

Graphically define and organize your sales deployment model, including overlay roles and your targets.

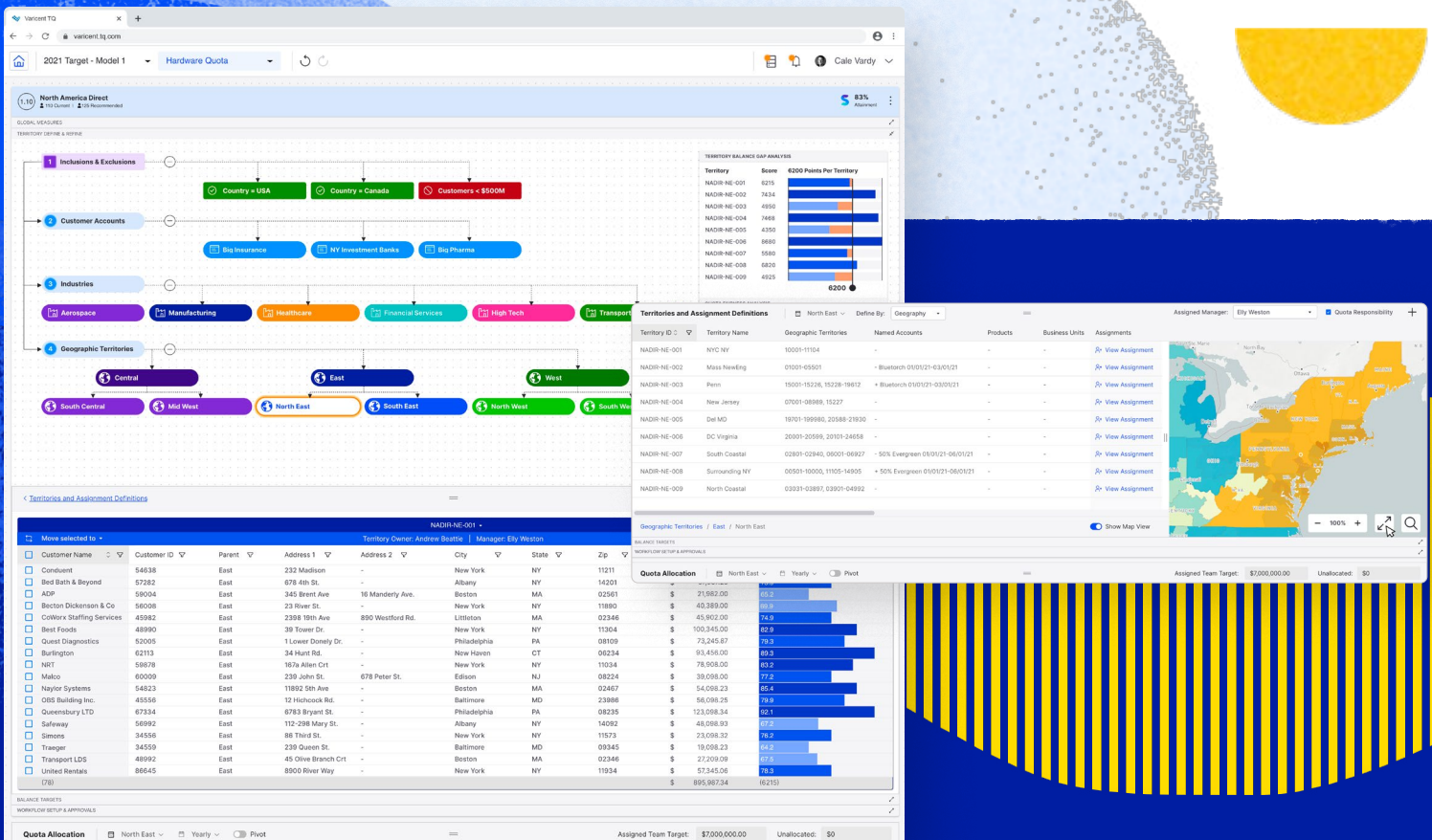
Use data and your experts to determine opportunities for growth:

By combining market intelligence, your historical data, your pipeline data and your own team's market intelligence, you can determine the performance potential for each territory.

Ensure fairness and catch the inefficiencies:

Ensure fair and equitable territories and quotas, identify coverage gaps, and examine deal stacking to ensure your go-to-market strategy is accurate, error-free, and maximizes profitability.

Easily implement and maintain: Experience a plug-and-play interface and out-of-the-box workflows and diagnostics that are tailored specifically for territory and quota planning. This means fast and easy implementation and maintenance--no matter how large the change.



Get started

With Varicent Territory and Quota Planning, a cloud-based solution with multi-user collaboration functionalities, you can create smarter, more effective territory and quota plans that allow you to adapt to shifting market dynamics and drive growth.

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



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