



Enterprise-class  
cloud software

# Performance Incentives

[Sales Compensation](#) →



## Extend the capabilities of your ERP

Model, administer, report and analyze complex incentive plans with enterprise-wide visibility into commission goals, achievements and payouts. Effectively manage incentive compensation and improve sales performance with the Go-to-Market Suite® (GTMS®) Performance Incentives module by Vistex.

With the power of an enterprise solution, you can align incentive programs with organizational goals and MBOs, motivate employees with precision and visibility, and measure performance and behaviors that matter. Designed to support robust administration, financial accrual and settlement processing, and analysis and reporting for revenue and expense-related incentive plans, you'll realize performance that leads to results.

**Drive behavior and improve business performance with compensation based on value creation**



### Sales Compensation

Manage commission and sales incentive programs more effectively and drive desired behavior.



# Sales Compensation

Compensation based on value creation offers robust capabilities using key performance indicators such as revenue or margin for benchmarking. The Performance Incentives module by Vistex provides complete visibility into the actual margin your organization is earning on each sale by considering post-sale incentives such as discounts or rebates. When organizations compensate employees for the value they generate – not just the gross sales revenue – you can motivate employees to achieve the true goal: increased profits.

Commissions, incentives, motivation and business objectives are the common threads that link action to business goals. The Performance Incentives module integrates into ERP business processes so sales commissions can be accrued, earned and settled at the appropriate point in the order-to-cash process. The module provides full lifecycle support for incentive plans of varying complexity, including plan definitions, eligible products and customers, quotas, sales crediting, and calculation of accruals and settlements. Qualitative and non-transaction quantitative data can be included in plan goals. As a result, incentive plans can be used to motivate employee performance in direct and indirect ways, including customer support value, store operations, customer feedback and other non-sales-related data.

Organizations like yours can quickly introduce short-term bonuses or special performance incentives to guide sales behavior, use reports to gauge sales performance and fine-tune compensation programs. Management and sales reps alike gain real-time visibility to incentive programs across your organization. The solution automates the sales incentive crediting and accounting processes, accurately calculating compensation directly from business transactions as they occur and provides analytics to evaluate program viability and effectiveness and true customer profitability.





# About Go-to-Market Suite®

Vistex Go-to-Market Suite® (GTMS®) is an enterprise-class, modular-based application that helps drive revenue, control spend and influence behavior. GTMS is specifically designed to offer unprecedented visibility into program performance, providing unparalleled insight into the management of entire programs, and provides end-to-end insights into overall program effectiveness while driving topline revenue and improving bottom line profit.

## GTMS Cloud Modules



### Trade & Channel >

Make more informed decisions to maximize trade program performance.



### Vendor Funding >

Maximize cost recovery programs and find opportunities for revenue growth.



### Price Management >

Drive prices, determine true profitability, and gain a holistic view of your pricing programs.



### Rights & Royalties >

Save time and earn more from your intellectual property and artistry works.



### Performance Incentives

Effectively manage incentive compensation, drive behavior and improve performance.



## Automate, streamline and gain end-to-end visibility for revenue management with GTMS

Eliminate errors with a single source of truth so analysis is straightforward and innovation is possible

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Support programs with flexibility and a “future-proof” design for a competitive edge

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Gain end-to-end transparency to program performance capturing every impact on revenue and margin

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Scalable and performance-tested at the world’s largest enterprises across multiple industries

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Reduce financial, audit and compliance complexity with deep functionality around financial controls

# Deployment

Vistex Go-to-Market Suite integrates with any ERP and manages and analyzes your margins on both the buy- and sell-side. It offers real-time insights into program performance and provides a clear picture of how programs impact your financial, marketing and sales functions.

## Cloud for any ERP



ERP agnostic revenue management software



Enterprise-class modular-based application



Interfaces with any ERP provider including SAP, Oracle, Microsoft, Epicor, Infor and more



## About Vistex®

Vistex solutions help businesses take control of their mission-critical processes. With a multitude of programs covering pricing, trade, royalties and incentives, it can be complicated to see where all the money is flowing, let alone how much difference it makes to the topline and the bottomline. With Vistex, business stakeholders can see the numbers, see what really works, and see what to do next – so they can make sure every dollar spent or earned is really driving growth, and not just additional costs. The world's leading enterprises across a spectrum of industries rely on Vistex every day to propel their businesses.

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