



SALES INCENTIVES

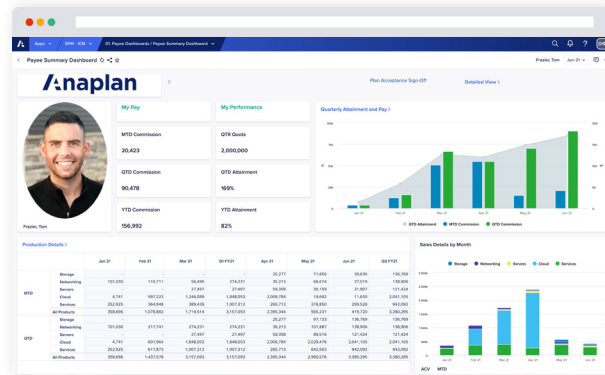
Anaplan for Sales

Incentives, bonuses, and Management by Objectives (MBOs) are crucial parts of your go-to-market strategy. With Anaplan, organizations can make sure incentive programs across all teams align with organizational objectives. Design and distribute compensation plans easily, confident you will drive the right behaviors. Work smarter by seamlessly transforming your territory plan into sales crediting rules and revenue targets into individual quotas. Build trust with accurate, real-time calculations and transparency into every payment. Maximize the impact of your compensation budget with robust “what-if” scenario planning and forecasting.

Make more confident compensation decisions and keep your go-to-market organization moving as a single unit with Anaplan.

Key benefits

- Model compensation structures and adjustments to assess potential effects
- Standardize compensation plans across regions, business units and geographies
- Increase selling time by reducing administrative tasks
- Give sales reps and managers real-time information on performance and compensation structures
- Minimize compensation disputes
- Boost seller motivation by delivering accurate, timely incentive payouts



There's a better way to plan

As a purpose-built platform connecting people, data, and plans, Anaplan delivers a unified real-time, cloud-based environment to optimize planning and democratize decision-making across all lines of business and business activities, from strategic to operational levels. Leveraging the speed and scale of the platform, Anaplan offers businesses a nimble, intuitive, and secure way to collaborate concurrently to drive faster and more accurate decisions.

Customer Story



Using Anaplan, Amer Sports manages incentive compensation plans for salespeople in over 17 countries. Amer Sports now provides full visibility to team members throughout the company, keeping salespeople motivated, reducing manual efforts, and standardizing KPIs across the company.

- 70 percent reduction in time spent target-setting
- Antiquated spreadsheets replaced with a single source of information
- Transparency into sales performance worldwide
- Ability to create sales roles tailored to specific markets
- Sales results consolidated across geographical areas
- Compensation solution fully implemented in 40 days

“We’ve estimated a 70% reduction in time spent target-setting. This has freed up our field sales managers to spend more time with their sales teams and their customers.”

Global Sales Development Manager
Amer Sports

Key features and capabilities

Manage incentive compensation across your enterprise

- Construct and oversee all incentive compensation plan elements, including thresholds, accelerators, splits, adjustments, tiered commission rates/ bonuses, and SPIFs.
- Capture sales information from any product, in any currency.
- Calculate payments quickly and accurately.
- Standardize compensation plans across regions, geographies, or industries.
- Resolve complicated disputes and automate clawbacks.

Gain real-time data and analysis

- Track sales and incentive data at any level of granularity, down to the individual sale.
- Aggregate sales information for sales leaders or executive reports.
- Maintain easily traceable records of historical data, dramatically simplifying audits.
- Build dashboards that update in real time.
- Visualize metrics in charts, graphs, maps, lists, and other actionable packages.

Enable powerful modeling and “what if” scenario planning

- Create “what-if” scenarios to assess potential changes or competitive situations.
- Optimize compensation plans by tweaking parameters and instantly viewing the effects.
- Measure potential changes before rolling new plans out to the sales team organization.

Embrace flexible planning

- Quickly modify compensation plans to emphasize new products, territories, or business priorities.
- Expand your compensation platform to incorporate new reps, products, or newly acquired companies.
- Give sales leaders freedom to modify compensation plans locally or apply the same rules across your entire organization.

Collaborate across the organization

- Provide a single shared source of data, eliminating version control issues and source confusion.
- Limit visibility by role, giving the right people access to the right information.
- Share budgets, plans, quotas, and sales goals across the organization, keeping everyone attuned to the same larger business objectives.

Automate your compensation workflows

- Automate complex calculations, minimizing manual efforts.
- Deliver incentive payouts on time.
- Resolve disputes quickly and easily.

Integrate with other applications

- Import data from Salesforce, Workday, ERP solutions, and other applications.
- Have incentive calculations incorporate data from HR, including changing titles, regions, and responsibilities.

Key features of the Anaplan platform

- **“What if” scenario and multi-dimensional modeling**, powered by our patented Hyperblock® calculation engine, produces ultra-fast calculations at unprecedented scale so you can anticipate market changes.
- Built-in dashboards, reporting, and analytics with data visualization provide **a single source of truth** on business performance.
- **Collaborative and agile planning** across Sales, Finance, Supply Chain, HR, Marketing, and other business units.
- Best-in-class **security and compliance** with role-based access control, user management, SSO support with SAML 2.0 compliance, and data encryption.
- Highly extensible ecosystem **collects and analyzes data** in a single location using APIs, ETL connectors, and built-in integrations with other solutions.

About Anaplan

Anaplan, Inc. (NYSE: PLAN) is a cloud-native enterprise SaaS company helping global enterprises orchestrate business performance. Leaders across industries rely on our platform—powered by our proprietary Hyperblock® technology—to connect teams, systems, and insights from across their organizations to continuously adapt to change, transform how they operate, and reinvent value creation. Based in San Francisco, Anaplan has over 20 offices globally, 175 partners and approximately 1,500 customers worldwide.

To learn more, visit [Anaplan.com](https://www.anaplan.com)



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