

Commissions

Streamline your incentive compensation management

Commissions is an end-to-end configurable solution that manages your entire incentive compensation process from sales order to payment for your direct and indirect sales force. Commissions reduces errors, aligns sales to corporate goals, and helps you spend your compensation budget wisely.

Change sales behaviors

Commissions delivers complete transparency and control over past, present, and future compensation payments, enabling you to make the right business decisions with powerful dashboards, prepackaged reports, and robust modeling. When there is clear visibility to performance and compensation, sales reps' behavior is aligned with your organizational strategies.

Manage plans and rules yourself

Wizards guide administrators to easily model, build, distribute, and manage compensation plans. A built-in rules library, preconfigured plan logic, and prepackaged workflows allow you to quickly go to market with your compensation plans. Move at the pace of your business with a user interface anyone on your team can manage.

Perform crediting and hierarchical changes

The robust built-in crediting engine enables you to credit over complex roles, relationships, and numerous functions through simple drag-and-drop actions. Serving as your system of record for your sales hierarchy structure, Commissions allows you to manage new hires, terminations, and even mass changes easily.

Resolve disputes transparently and quickly

Your sales reps will launch inquiries from any device and have clear visibility into the status of inquiries. Research Views provides one-click traceability of payout calculation data at every stage, from the initiating sales transaction to payout. Earn back sales reps' trust and resolve disputes in just a few clicks.

Always connected, always on, always yours

CallidusCloud has been a leader in incentive compensation management for over 20 years. We are continuously developing our products with your feedback to make your processes faster, easier, more secure, and available from any device.

SAP Commissions



Largest Customer:
1M Payees



Transactions processed:
224 Trillion/year



Average calculation runtime:
13 minutes



Gartner Magic Quadrant leader:
5 years

THE BEST RUN



SAP® Sales Cloud

ABOUT SAP SALES CLOUD

SAP Sales Cloud, part of SAP Customer Experience, allows customers to sell more and create a lasting connection with your customers with AI-powered solutions that transform your lead-to-cash processes.

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