



Reea Séné, beqom Experience Designer

# Total Compensation Cloud Solution

## Sales Performance Management

beqom.

to make your people happy

[beqom.com](https://beqom.com)

# SPM for Large Enterprises

beqom is the only adaptable Sales Performance Management cloud platform built for the enterprise.

## Enterprise Scale



### Your plans, your data, your value, your way

Our platform scales to your needs without any compromise. beqom's flexibility in a framework approach supports your enhanced data model. beqom customers manage an average of 11,500 payees, and our largest clients manage more than 100,000 payees.

## Adaptability



### Act faster

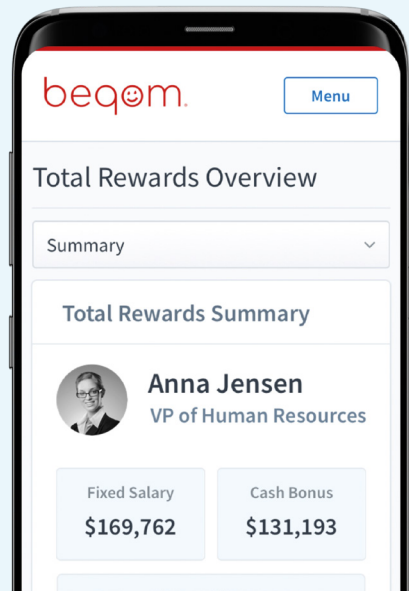
beqom is designed to be 100% in the hands of business owners. beqom is easy and fast to change, enabling users to react quickly to changing internal and external factors.

## Trust

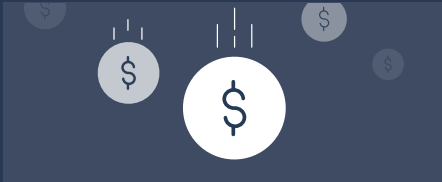


### We are with you for the long haul

- beqom has never failed a project or implementation
- beqom is #1 in customer care
- beqom is #1 in customer and revenue retention



# End-to-End SPM



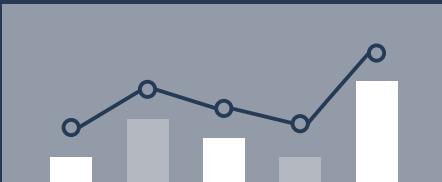
## Incentive Compensation Management

Define, simulate, and implement sales incentive plans, objectives, sales contests, and non-cash awards. Leverage our flexible, business-user driven rules engine allowing for huge amounts of performance data and sales transactions to be converted into earnings and payments in no time.



## Territory Management

Define, plan, and simulate territory assignments and changes. Leverage beqom to move your territory management beyond geographical splits to across any other dimension. Leverage beqom's built-in AI and ML capabilities to further optimize territory planning and assignments leveraging past performance data and attributes.



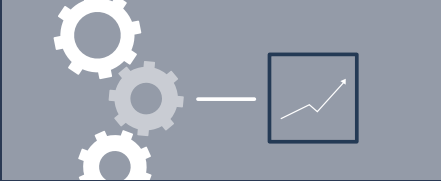
## Quota Management

Use beqom to set top-down and bottom-up objectives and targets in an efficient and controlled way, automating time-consuming tasks. Objectives, quota, or targets can be defined using basic rules or advanced algorithms at any level.



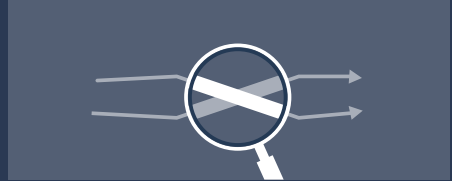
## Sales Crediting

Use high-volume crediting operating over multidimensional, multilevel territories and reflecting plan participant details, including mobility and role changes, to ensure accurate sales transaction crediting.



### **Simulation**

Enable modeling, simulation, and analysis of incentive plan strategies and expected results for influencing selling behaviors. Plan designers, sales ops, and sales reps can modify incentive plan variables and performance assumptions to evaluate the effectiveness of a new incentive plan or individual potential earnings.



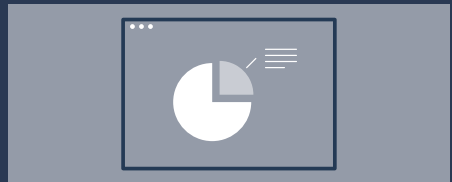
### **Channel Management**

Integrate channels, partners, and dealers directly into your SPM processes, enabling them to have a clear view of their incentive plans and performance drivers. Channel partners can access real-time incentive calculations with transparent and accurate payment details.



### **Planning, Budgeting, and Forecasting**

Automate financial planning, budgeting, and forecasting processes and collaborate to review, approve, and allocate incentive costs. Provide finance with more accurate monthly accruals for all revenue streams.



### **Analytics and Reporting**

Powerful, end user-driven reporting and ad-hoc analysis in real-time against all sales models, incentive data, and plans. Analyze plan design, performance, benchmarks, payout, cost, distribution, fairness, effectiveness, and ROI across our analytics tools or integrating with your own.

# In the Hands of Sales

beqom enables you to take control of your sales operations and make better strategic decisions. Trust that your Sales Performance Management solution can scale to ensure your sales plans continue to align with your strategy.

- **Improved Performance**

Improve sales representatives' performance by providing clear and transparent performance and earnings in real time

- **Increased Efficiency**

Leverage process centralization and automation to significantly reduce time and costs spent on administration while providing a clear picture of all compensation and performance elements

- **Increased Retention**

Give employees trust in their SPM processes by having a clear picture of their incentives, how their performance is linked to their compensation, and if it is fair

- **Compliance**

Support internal and external process compliance, transparency, and auditability (ASC 606, CRDIV, SEC)

## Proven experts in SPM

\$300bn

In compensation managed annually

3m

Users

160+

Countries

99%

Customer Retention



# Happiness is the best driver for success

Our mission is to make the workforce of our customers happy. beqom drives happiness by allowing business managers to lead, align, and motivate employees and partners. The beqom Total Compensation solution is used globally across all industry sectors by more than 100 large companies such as Microsoft and Vodafone.

It addresses all performance and compensation aspects such as salary review, bonus, long-term incentives, commissions, benefits, non-cash rewards, and all key drivers towards employee performance and sales performance.

HR, sales, and finance departments leverage our platform to drive performance, retention, cost optimization and... happiness among their people.

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