



Sales Performance & Commission Management Platform

Single source of truth for your Sales Team





What

We help companies build a high-performance sales culture by streamlining incentives and commission management process

How

A no-code platform designed to improve sales performance:

- Motivating sales teams with gamified leaderboards and nudges
- Integrating data from CRMs, ERPs and other sources for real-time dashboards
- Ensuring on-time payouts without human errors and transparency



Sales Commission Challenges

That directly impact sales performance and the business bottom line by reducing sales motivation

- ❗ Error-prone and delayed manual commission calculations
- ❗ Lack of integrated sales data for commission calculations
- ❗ Complicated process to create new commission plans
- ❗ Constantly changing incentive schemes resulting in delayed payouts

Compass Solves Them All!

Drive Trust, Transparency, and Productivity with Compass



Sales leaders

- Align reps to goals and optimize performance
- Influence behaviours to achieve revenue growth



Sales teams

- Accelerate revenue with real-time insights
- Get complete visibility into targets, commissions and payouts



Commission managers

- Create, share and track commission plans easily
- Instant error-free, no fuss-payouts



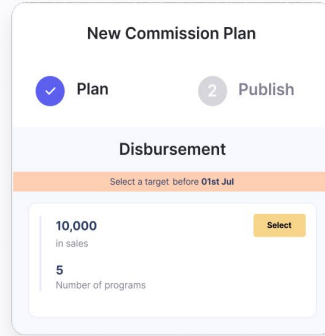
Finance teams

- Collate transaction, user, and commission status reports
- Get audit logs of transactions & eliminate payment errors

Compass for Enterprise Sales Performance & Commission Management

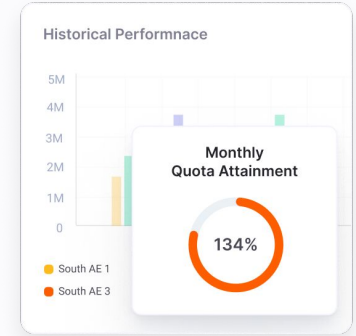
1 Design & Automate

- Commission plan designer
- Commission automation
- Incentive simulator
- One-click payouts



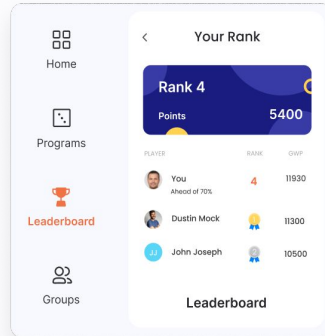
2 Drive Performance

- Quota management
- Rep lifecycle management
- What-if scenario builder
- Sales rep portal



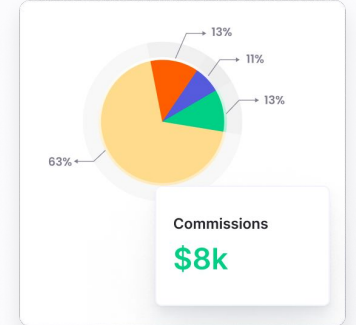
3 Engage & Motivate

- Scorecards & Leaderboards
- Nudges & Notifications
- Communities
- Gamified widgets



4 Get Insights

- Real-time visibility
- Customised dashboard
- Accurate statements
- ASC 340/606



1. Design & Automate

Sales Commission Management

Commission Plan Designer

- Set multi-tier quota
- Define complex variables
- Adjustments - Clawbacks, Kickbacks, Bonuses

Commission Automation

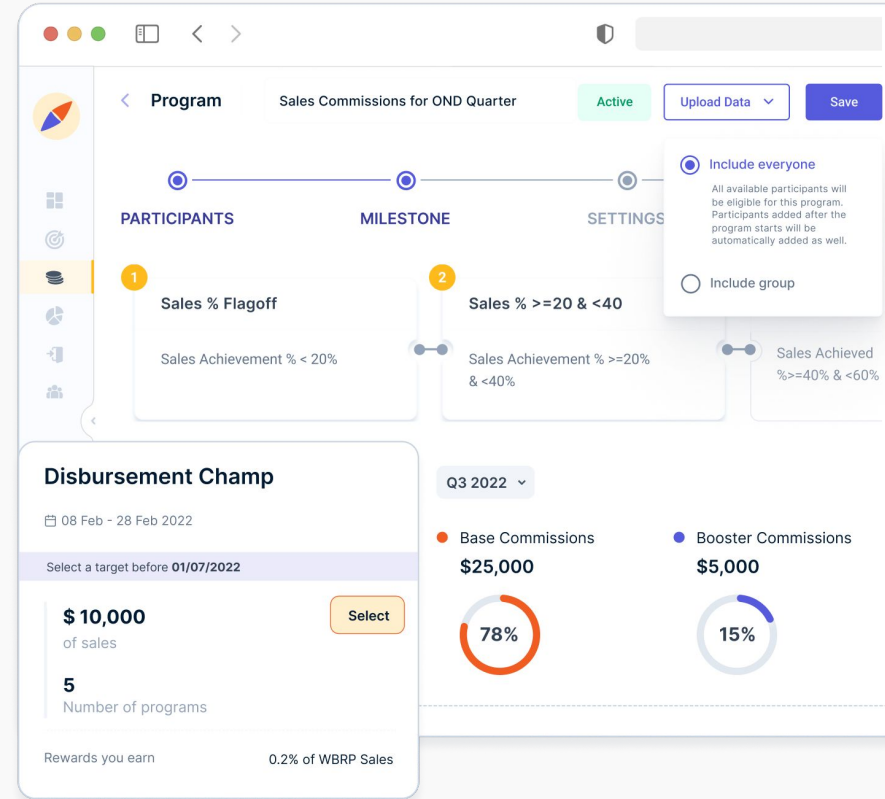
- Automate calculation workflows
- Built-in validator for error-free processing
- Easily manage exceptions, splits and roll-up calculations

Incentive Simulator

- Simulate earnings & rewards
- Estimate commissions from pipeline opportunities
- Calculate monthly/quarterly commissions

One-click Payouts

- Enable auto payouts
- Access to earning history and transaction logs
- Dispute resolution



2. Drive Performance

Sales Performance Management

Quota Management

- Manage, track and maximize quota attainment
- Handle splits and differences
- Handle multiple quotas seamlessly for every rep

Rep Lifecycle Management

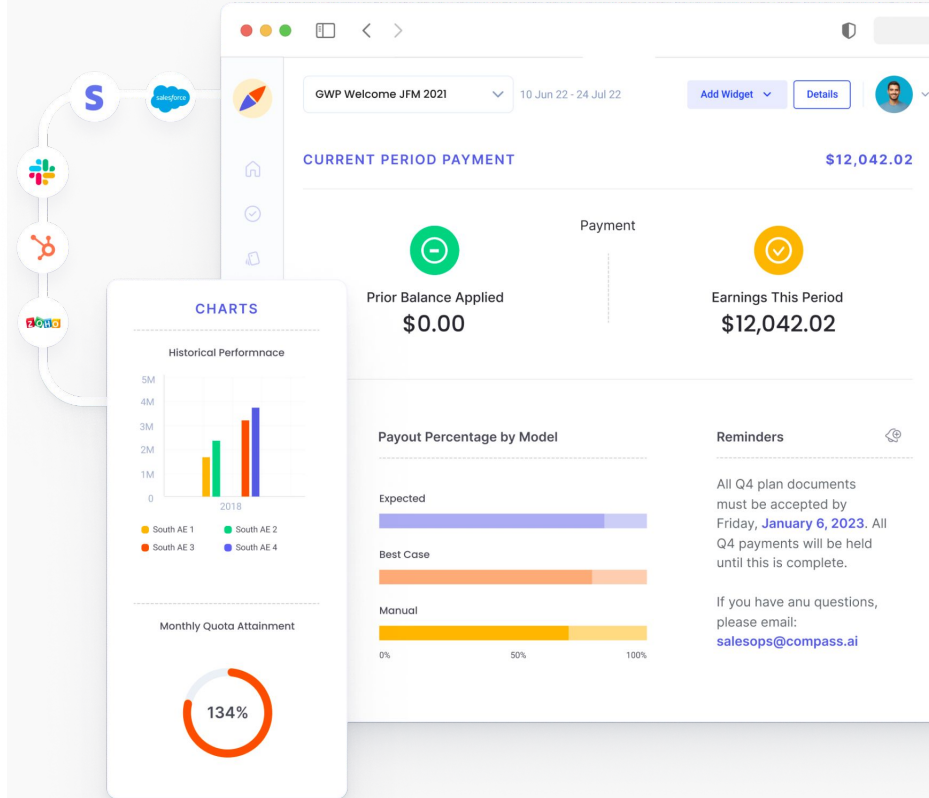
- Get a consolidated view of team performance
- Unify onboarding data
- Automate and enhance compliance processes

What-if Scenario Builder

- Project quota achievement vs target based on historical data
- Simulate earnings & rewards
- Calculate monthly/quarterly commissions

Sales Rep Portal

- Granular visibility into commission plans
- Real-time visibility to Leaderboard
- Insightful nudges & notifications



3. Engage & Motivate

Sales Engagement & Motivation

Leaderboards

- Customisable leaderboards
- Hierarchy based leaderboards
- Persona-wise access control

Nudges

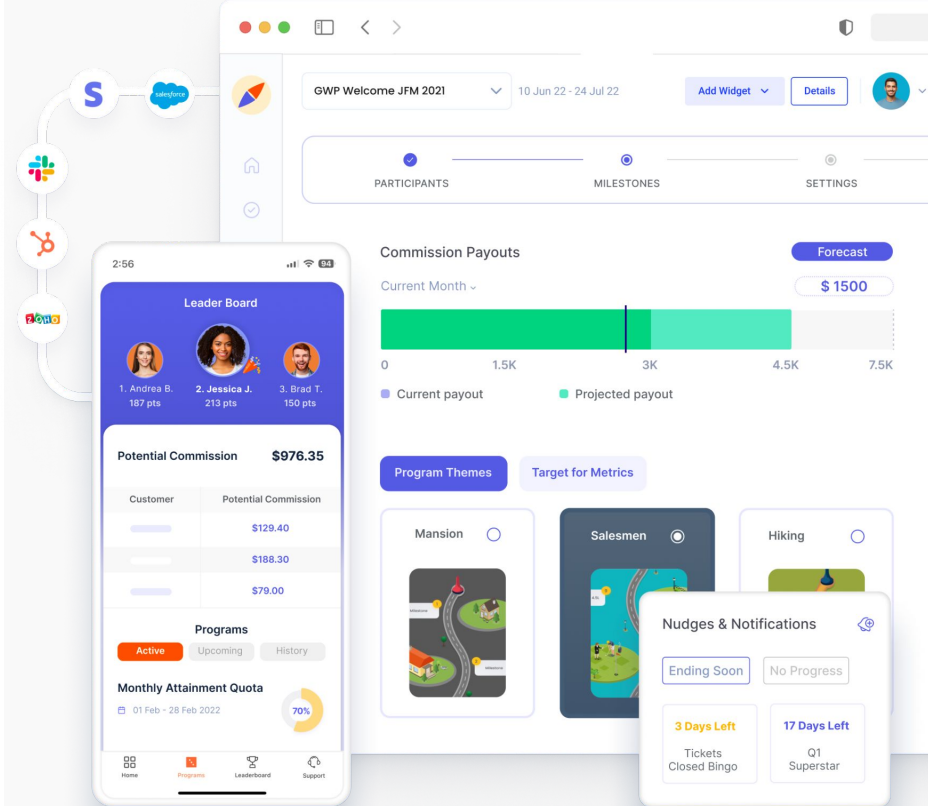
- Performance-based nudges
- Time-based nudges
- Activity-based nudges

Communities

- Announcements & interactions
- Public and Private communities
- Persona-based community controls

Gamified Widgets

- Pre-built game templates
- Interactive scorecards
- Customisable performance graphs



4. Insights & Analytics

Data-Driven Decisions

👂 Real-Time Visibility

- Earnings
- Leaderboards
- Commission plans

📄 Customised Dashboard

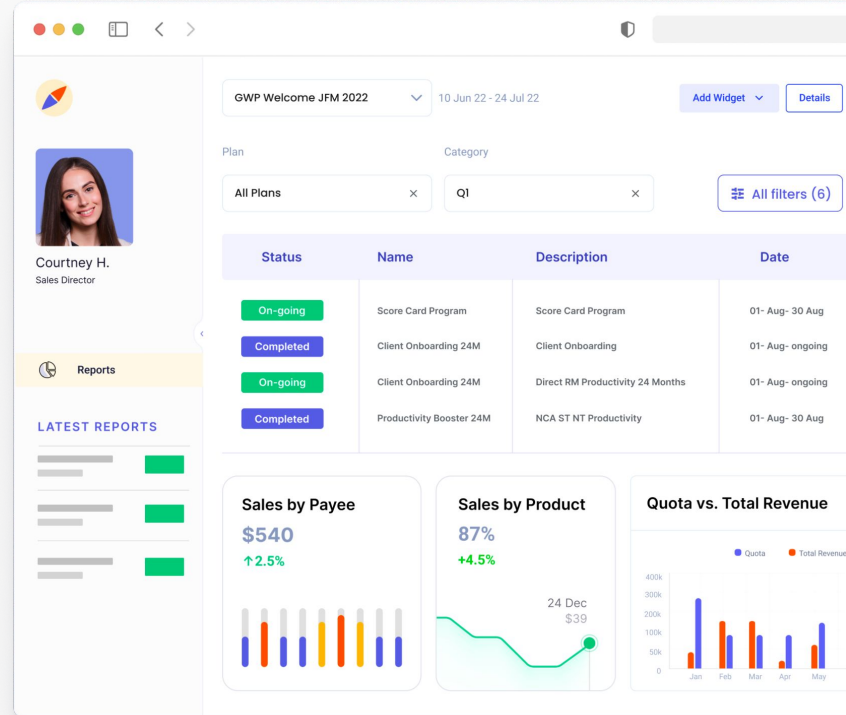
- User access insights
- Data on Budget vs Commissions paid
- Comparing plan performances & relevant KPIs

✅ Accurate Statements

- Teams and individual performance reports
- Audit trails with computed/ redeemed values
- Detailed platform performance metrics

























🔄 ASC 340/606

- Handle automatic capitalization and expense rules



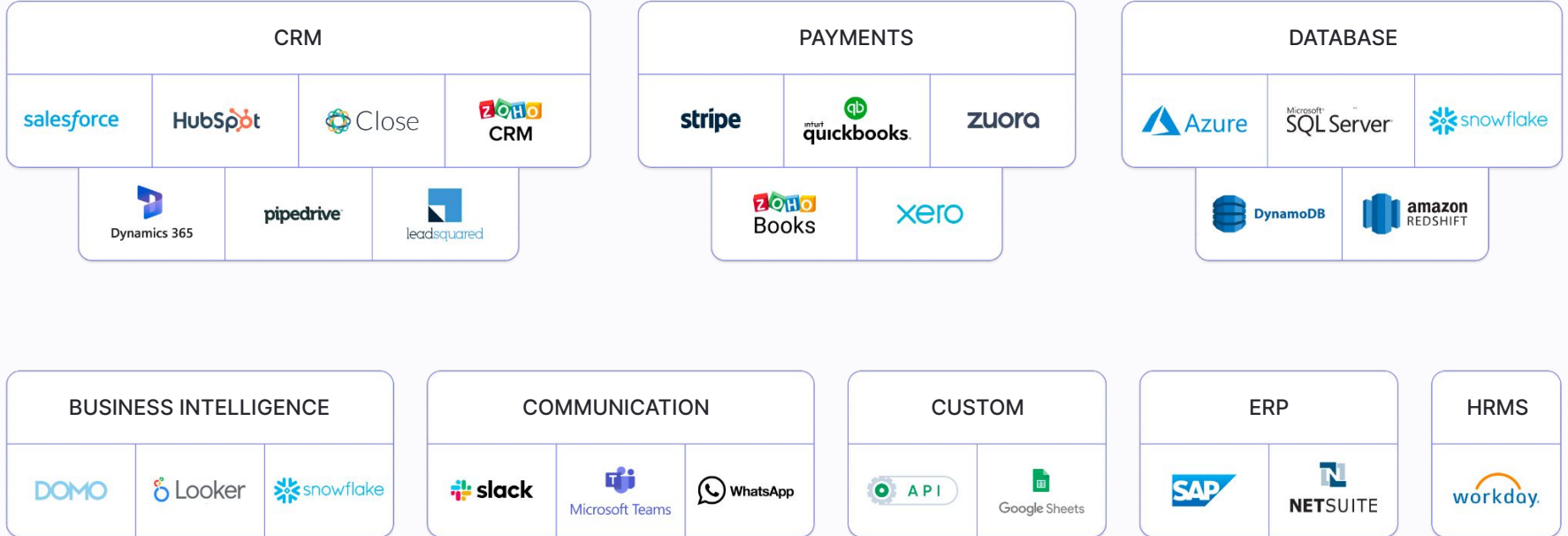
More than One Way To Pay Out Commissions & Incentives

Our integrated payout capabilities have 20,000+ redemption options across 100+ countries

 FINTECH	 AUTOMOBILES	 BEAUTY & WELLNESS	 CASH CARDS	 CHARITY	 E-COMMERCE
 E-SUBSCRIPTIONS	 ELECTRONICS	 EXPERIENCES	 ENTERTAINMENT	 BABY & KIDS	 FASHION
 FOOD	 GIFTS	 GROCERY & RETAIL	 HOME & LIVING	 IN-HOUSE BRANDS	 INSURANCE
 JEWELLERY	 MOBILE RECHARGES	 PERKS & SAVINGS	 SOFTWARE	 SPORTS & FITNESS	 TRAVEL

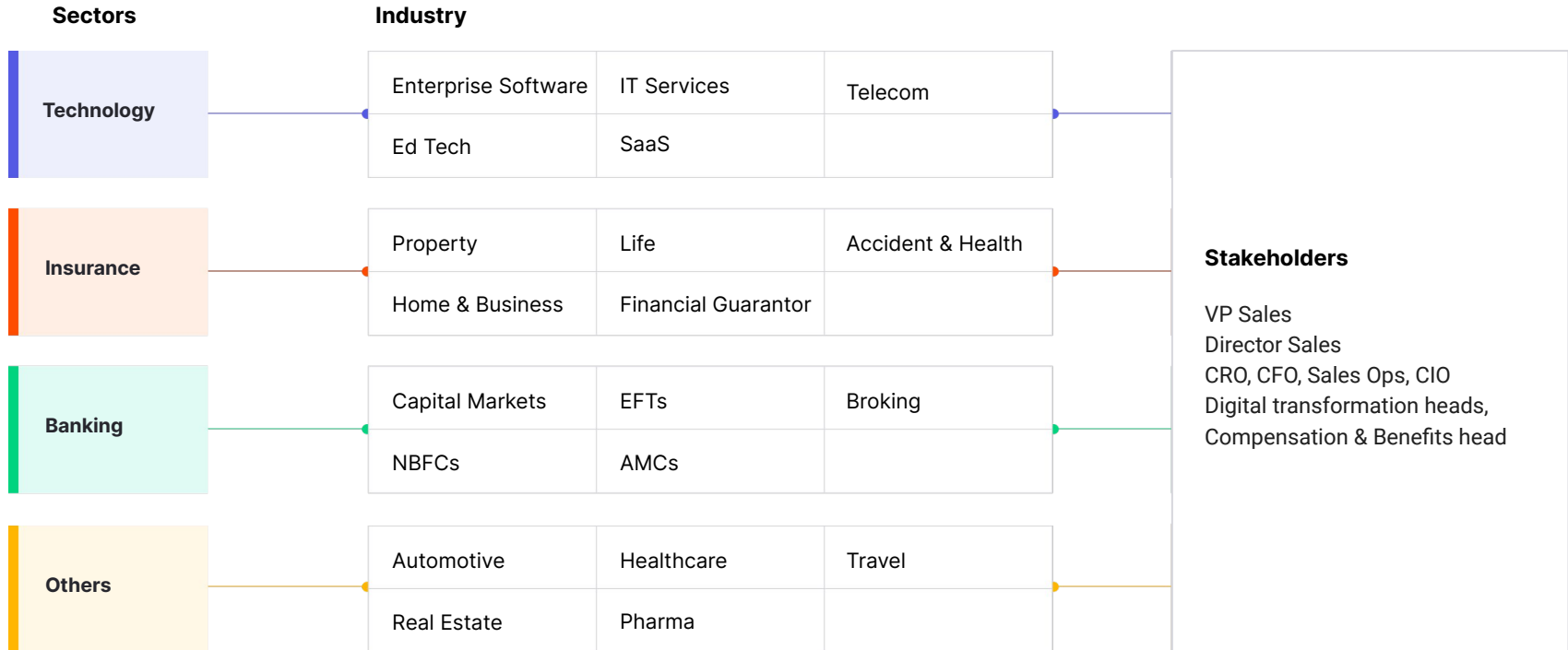
Integrations for Hassle-Free Deployments

Compass can integrate with your existing native-built data masters like Transactional, User, Sales, and more via API's or manual uploads.



Compass has Solutions for all Industries

Companies use Compass to streamline sales commissions and incentives for multiple personas and use cases.



Enterprise Ready

Multi-Region Deployments

Our global cloud infrastructure allows you to choose how and where you want to store your data.

Configuration & Customization

Compass lets you configure and customize the platform so your employees get a familiar brand experience.

Program Settings - program name, points name, homepage, time zone, language

Branding - program logo, login page background, favicon, bot avatar & profile

Account Management

We are equally invested in your success. We help you identify the best ways to leverage Compass so you get the complete ROI from your investment.

Multi-Currency Transactions

75+

COUNTRIES

135+

CURRENCIES



We Support Teams of All Sizes, Remote or Hybrid, Across Industries

“ Compass has helped us improve **sales team engagement**. It's now easy to **communicate** our commission programs and keep them seamless, **transparent**, and **efficient**. We are seeing an incremental increase in sales and up to a 95% increase in app usage and payouts. ”



Sonal Bharadwaj

Regional Sales Head- Mercedes Benz

FORRESTER®

Compass recognised in The Sales Performance Management Landscape

Q4 2022 Landscape Report



Mercedes-Benz



Mahindra FINANCE

TATA CONSUMER PRODUCTS



CR Polymers



DIRECT BULLION - LONDON -



Enterprise-Grade Data Security, Privacy and Management

External Checks and Compliances



GDPR Compliant



CCPA and LGPD Compliant



ISO 27001:2013 Certified



AICPA SOC 2 Type 2 Compliant



Bi-annual App and Infrastructure
VAPT



HIPAA Compliant

Internal Checks and Compliances



AES 256 Data Encryption & TLS
1.2 Network Encryption



Quarterly Access Reviews



MFA on Infrastructure and Database



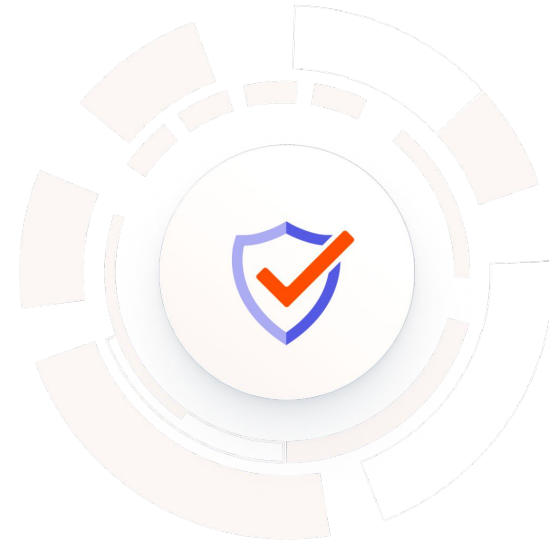
Bi-annual Internal Audits



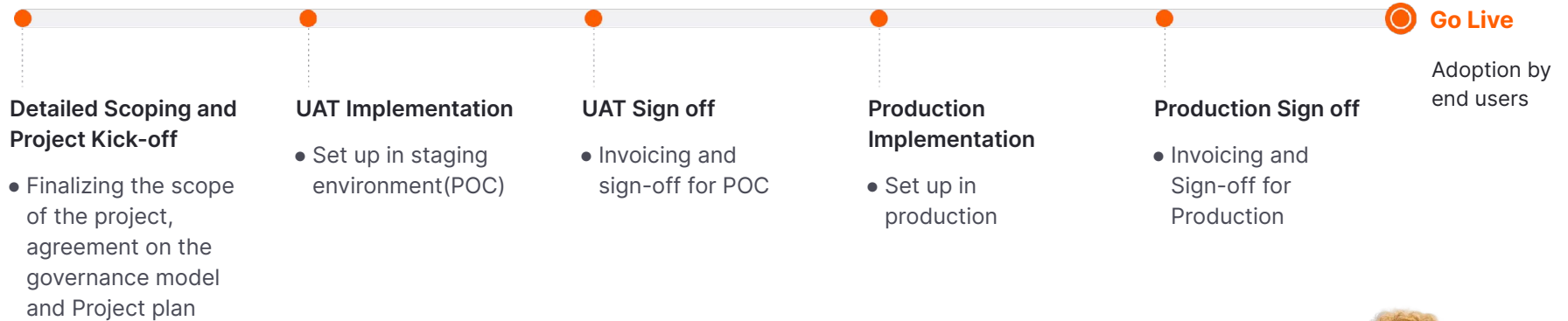
Firewall, IDS and Antivirus on Infrastructure



Logging and Monitoring



Onboarding and Implementation Support








How fast can you onboard?

We onboarded **25000** users of a leading financial services company in **< 3 months!**



Multiple Support Packages to Suit Your Enterprise Needs

-  Integration support
-  Dedicated implementation resource support
-  Core platform and app support
-  Dedicated product resource support
-  Redemption support





Build a high-performance sales culture

Empower your Sales teams the right way to drive top-line revenue growth

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