

SOLVE IT STORIES

TALES OF CUSTOMER SUCCESS
FROM OUR PARTNERS



Leaptree

**How Leaptree helped Medicomp reduce time spent
calculating sales commissions by 75%.**

The Challenge

Since 1981, Medicomp has been at the forefront of the cardiac telemedicine industry – pioneering new technology, improving existing technologies, and adding new applications. Medicomp develops, manufactures, and provides service with the most reliable and sophisticated ambulatory heart-monitoring systems in the world. Its finance team was using excel spreadsheets to manage complex sales commission reporting and calculations. This was incredibly time-consuming and resulted in a lack of confidence from sales reps concerning the payment process. Sales reps had little insight into the makeup of their deals and had no real-time updates on what they were being paid or what their progress was against quotas. Finance leaders were spending around 16 hours a month managing sales compensation plans for a team of 30. Medicomp needed a new solution to improve efficiency, transparency, and trust among the team.

The Opportunity

Businesses often need ways to track sales performance in order to accurately calculate employee commission.

How do they ...

- Transparently show-case employee sales performance to leadership and employees?
- Automate the sales commission calculation process to save time?
- Integrate into existing Salesforce processes put in place?



“We’re really glad we made the switch and I’d highly recommend Leaptree to other sales leaders.”

RANDALL MARTINEK

EVP of Commercialization,
Medicomp



In the case of Medicomp, it needed a solution that would allow it to track and determine sales commissions for its sales reps. It was able to do this with the help of Leaptree.



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The Successful Outcome

Medicomp chose Leaptree to improve its commission tracking processes. Leaptree's automation not only tracks patient enrollments as they're created but can also produce end-of-period records falling in line with the varying commission rates for each team member. Sales reps now have access to their own dashboards so they can track their performance, time to quota attainment, and how much commission they are receiving. If needed, employees can file disputes against inaccurate commission reports within the system. Sales leaders have gone from 16+ hours calculating sales commissions every month to just four hours. Approval chains have also been implemented, so leaders can efficiently review commission reports before they are paid out to employees. Since Leaptree is a Salesforce native solution, Medicomp is assured their data is secure as they don't have to deal with external apps and APIs. Another benefit is that Medicomp is able to use its own custom Salesforce objects. Randall Martinek, EVP of Commercialization for Medicomp plans to use the Leaptree Analyze add-on to model future compensation outcomes and "what-if" scenarios for his H2 plan in 2022.

"Although hours of time saved is the most immediate benefit – and we save hours and hours every month – the real-time insights our sales representatives and managers have to their performance keeps the whole team motivated and focused on the most important revenue and profit-based activities."

RANDALL MARTINEK

EVP of Commercialization, Medicomp



This has resulted in ...

- 75% less time spent managing employee sales commissions
- The configuration of 22 regional sales reps and sales manager compensation plans
- Fully automated sales-commission calculation process

Considerations for customers who are looking to improve sales commission tracking processes.

- Sales Commission transparency improves employee morale by giving sales reps visibility into how their commission is calculated and tracking their progress to quota goals.
- Sales leaders can save time and money, and decrease mistakes by using automated sales-commissions management software rather than manual spreadsheets.

[Learn more](#)

Learn more about Leaptree for
Salesforce on AppExchange.

