



Enhancing Your Sales Impact with Flexibility, Scalability & Accessibility

Sales Operations, Sales Management and Finance professionals are too often burdened by cumbersome, manual processes that are error prone and unreliable. They seek solutions to increase accuracy and maximize profits. Iconix Sales™ helps enhance your sales impact with flexibility and scalability in an easy-to-use, all-in-one solution.

Key Benefits



INTEGRATE INTERNAL WORKFLOWS

Because so many individuals are involved in the process of compensation, managing workflow between the Field, Management, Operations, HR and Executives is critical.

Iconix Sales™ offers an integrated workflow that allows for:

Maintenance: Users can easily setup and maintain custom approval hierarchies, groups, email notifications, status, escalation, file attachments, and other custom functions.

Subject Types: Users can apply stock features "out-of-the-box" or create custom features for managing Worksheets, Document approvals, and HR actions.

Security: Integrate processes with overall auditing and reporting, so Sarbanes-Oxley compliance can be easily managed.



ELIMINATE MANUAL SALES COMPENSATION MANAGEMENT

For companies that have been struggling with homegrown, spreadsheet based manual processes, Iconix Sales™ makes it easy to design, build, and manage complex sales compensation plans. The user interface allows the easy creation of modular, reusable elements in the building of compensation plans. Iconix Sales™ has the following features:

- Participant, Customer, Product, and Advanced Participation Hierarchies
- Titles and Custom Periods
- Customers, Products, and Custom Groups
- Complex Formulas and Rules via Rule Builders
- Quota Management
- Advanced Tiers, Rate, and Grid Tables



RULES ENGINE SCALABILITY

Do you have hundreds or thousands of compensation plans, rules, elements, and rate tables?

Do you have millions or tens of millions of sales transactions a night?

Not to worry, Iconix Sales™ technology will grow with your business and all for the same price. There are NO hidden fees. The Iconix Sales™ rules engine has modular functionality that allows for scheduled processing or full processing in real time.

We also provide the capability to turn off "stages" of compensation that your company may not require, further reducing processing time. We give you the power to grow your business without worrying about calculating millions of transactions a night.

Key Features



FORECASTING AND ANALYSIS

Iconix Sales™ has the ability to create plans in a “Model” environment before releasing them into “Production”, so you can easily design and review before plans are implemented. This allows you to make changes and take control of your compensation plans instead of letting *them* control you.

- Model new incentives or changes to existing incentives to anticipate payouts before implementation.
- Drive top-line revenue growth with a motivated sales force that can model potential commissions.
- Forecast total incentive compensation expenses based on current trends and potential scenarios.
- Motivate employees by empowering them to track their performance towards goals and estimate bonuses and commissions.
- View side-by-side comparisons of incentives by individual, territory, team, or any combination.



REPORTING AND ANALYTICS

The most important reports are often those that teams have to generate manually. Iconix Sales™ offers three mechanisms to report data:

Automatically Generate and Schedule Reports:

The Iconix Sales™ Reporting interface includes standard templates for pay statements, total compensation, budget allocation, pool distribution, etc.

Create Ad Hoc Reports: The Iconix Sales™ Ad Hoc interface allows the user to create criteria and filters, organize columns, and save custom reports.

Analyze Your Data: “Drill In” to see data in many different ways with Iconix Sales™ Analysis tools. Additionally, analyzed data can be exported to XLS, XML, CSV, or PDF.



COMMUNICATION

Iconix Sales™ has a simple, configurable, security-based dashboard that allows field personnel and sales management to view all of information in one place:

Real Time Data: Sales representatives and managers can view their year-to-date sales, quotas, and transactions.

Reports: All role-related reports and subordinates’ data (monthly pay statements, details of transactions, etc.) are easy to access.

Workflow Inbox: A user-friendly roles-based “Inbox” with related workflow items like disputes, adjustments, HR data, quotas, and custom workflow elements.



“WHAT IF” ANALYSIS

Why should the Sales Team wait and wonder what their payouts can be?

Iconix Sales™ provides two views of sales compensation in real time, placing the power to motivate in your hands:

Query and Estimate: Users can develop “What If” models with potential orders and pipeline information from CRM solutions such as Salesforce.com to view potential payouts, thereby incentivizing optimal sales behavior.

View total potential payouts: Align behavior to specific goals with short-term incentives, such as new product launch bonuses, that provide additional incentives for top line revenue growth.



APPLICATION SECURITY AND ROLES

Your complex organization requires controlled and role-specific security.

The entire Iconix suite empowers administrators to create security roles and groups to refine the user’s ability to view, edit, update and print data. The solution uses a simple set of interfaces to grant or revoke access to dashboards, workflow processes and compensation plan administration.