

SALES OPERATIONS CHALLENGES FACED BY EMERGING COMPANIES

For both executives and investors, growth is undoubtedly the number one priority, closely followed by a clear need to measure MRR/ARR (and NRR) vs. CAC and customer's LTV.

In order to successfully achieve short and long term goals, emerging companies require sales performance management systems (SPM) that contribute to results-oriented execution and help establish worldwide target-focused sales operations via internal and external channels.

ABOUT JOOPY

Joopy™ is a cloud-based, next-generation Sales Performance Management system that enables VP Sales, CIOs and CFOs in emerging companies to increase sales, simplify quota and commission calculations, and gain greater control over their incentives budgets. Seamlessly integratable with Salesforce.com, Oracle and most other CRM and ERP systems and available from any mobile device, Joopy is intuitive, fast to deploy and easy to modify, enabling unprecedented time-to-value, significant business growth and rapid ROI.

GROW

Bigger, better sales

Joopy provides all the hands-on tools that sales executives in emerging companies need to motivate their team. From clearly defined best practices and compensation plan simulations, to prescriptive information and customizable 'next-best action'; with Joopy, sales executives can identify, target and improve sales achievements at the click of a button.

SIMPLIFY

Modeling creation & sales processes

With its intuitive commission modelling GUI, easy-to-use KPI builder and fully configurable sales processes (payment/dispute resolution/model change approvals), Joopy renders sales executives completely independent in their routine tasks. In addition, its ability to integrate with Salesforce.com and other eco- systems relieves sale executives from the need to do tedious, time consuming back-office work, freeing them up to put their focus back on sales.

CONTROL

Information, accuracy & savings

Through complete automation of commission calculations and automatic logging and auditing of transactions, Joopy controls incentives budgets and eliminates overpayments and miscalculations. It's easy-to-read real-time reports and 'payments approvals workflow' ensure that calculated commission payments are only sent to payroll after approval by authorized management levels, ensuring accurate optimized payments, every time.



MANAGERS & EMPLOYEES PORTAL: 360° performance & commissions view via colored dashboards and advanced reporting

Next Best Action: Advanced prescriptive analysis compass to guide salespeople to current objectives.

Competition Dashboards: Color graphic display of employee competitive data to motivate sales to achieve and exceed targets.

Private Public Message Box: Intuitive, personal employee communication widget to build trust/confidence between employees and their organization.

Case & Dispute Management for immediate resolution and follow-ups.

USER-FRIENDLY ADMIN APPLICATION: Ensures independent, immediate incentive/ commission management

Easy-to-configure Commission Modeling GUI:
Translates business goals into measurable operational goals to help accelerate time-to-market.

Best Practices & Commission Calculation Templates:
Comprehensive library of predefined templates to enable fast creation of commission models.

Robust Simulation Capabilities: Clearly display expected payments/business scenarios for easy creation of optimized models.

Advanced Data Loader: Automatic loading of various data formats to enable quick delivery.

Configurable, Sales Operations Workflows:
Automation and acceleration of payments, dispute approvals and model changes to simplify sales operations processes.

Automated payment approval & transmission:
Facilitates payment approval processes through configurable workflows and automation to ensure precise payments and accelerate the payments transmission process to ERP.

Comprehensive Audit & Trail: Complete audit and log functionality for regulation purposes.

Budget Control Commissions Calculation Templates: Pre-defined templates for commission calculations.

WHY JOOPY?

Best at driving sales people

to achieve goals through 'Next Best Action' prescriptive analysis capabilities

Best Time To Value

- ✓ **Quick & Easy:** Rapid Setup Up/go-live
- ✓ **Flexible:** On-demand Creation Of New Incentive Models and Changes
- ✓ **Versatile:** Rich Library Of Pre-defined Commission Calculation Templates

Best control of payments budget through robust simulation and forecasting module

ABOUT INCENTIVES SOLUTIONS

Incentives Solutions provides best-of-breed employee-centric Incentive & Commission Management platforms to help companies achieve their maximum business potential through enhanced focus on sales achievements, simplified processes and increased control over budgets.

A leading vendor of holistic measurement, Incentive Solutions' reward systems produce quick time-to-value, low total cost of ownership and a high return on investment for a variety of international organizations including: Swisscom, Entel, Coca Cola, Nestle, Yellow Pages, Kenshoo, SimilarWeb, Checkmarx, Teva, Novartis, Visa, AIG, and more.

FOR FURTHER INFORMATION ON HOW INCENTIVES SOLUTIONS CAN HELP YOUR BUSINESS CONTACT US AT:

www.joopy.com

marketing@incentives-solutions.com

UK: +44 203 540 0166

USA: 1-888-683-4924