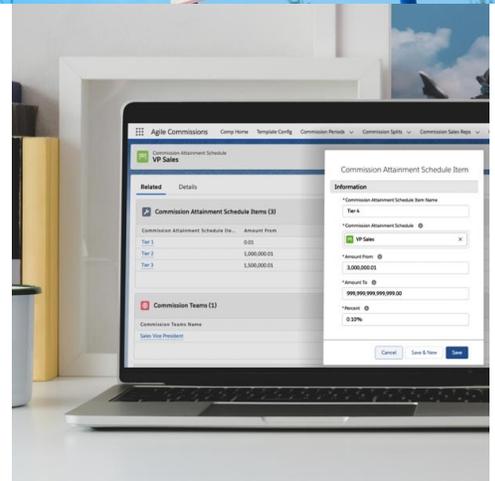# AgileComp

Accelerate. Access. Achieve.

Great commission plans motivate your A-players.

Yet, when commissions are tracked and managed haphazardly, inefficiencies and incremental costs can wipe out the ROI of even the most promising plans.

Moving from manual spreadsheets is just the first critical step. We believe great commission software should work for you, not the other way around.

Great commission software empowers your A-game!

Accelerate commission management, all in Salesforce.

With AgileComp's flexible, click-to-configure workflows, your team has the power to administer, automate and adjust even the most complex profit or revenue-based compensation logic with ease, utilizing any standard or custom Salesforce objects and properties.

Best of all, you'll be up and running in days, not weeks or months, so you can finally eliminate the friction between planning and delivering commissions.

Access commission tracking, any time, anywhere.

Easily identify and accurately reward to retain top sales talent, while monitoring and ramping your next up-and-comers.

Your team can always access their goals, quotas, attainment and estimated payouts in real-time, from the office or the road, empowering them to focus and close the right business that lines their wallets, as well as top and bottom lines.

Achieve the full ROI of your commission plans.

Resolve the recurring pain of payout periods and eliminate calculation discrepancies that hurt your organization and demotivate sales teams.

With AgileComp, updates, one-offs and adjustments are a few straightforward clicks away, free from lengthy and expensive custom development, so you can finally reach the full ROI of optimized sales compensation.

Platform

Built in Salesforce

AgileComp works seamlessly within your Salesforce instance, featuring all the simplicity, flexibility and security benefits of a 100% native Lightning app.

Template Builder

Revenue & Profit Plan Templates

Click to configure and manage revenue or profit-based plan templates that factor expense and freight.

3rd Party Integration

Integrate your accounting or ERP system, such as FinancialForce, Accounting Seed or CPQ for maximum extensibility.

Any Document or Object

Calculations utilize any standard, custom or 3rd party integration transactions, documents or objects.

Automation Scheduler

Set your calculation schedule, then sit back while AgileComp automatically calculates commissions.

Commission Splits

Split commissions between sales reps, based on specific transaction types or accounts.

Payment Periods

Yearly, quarterly, monthly, bi-weekly, weekly, daily: Whatever your payment period, AgileComp handles it.

Team Management

Team Hierarchies

Add your sales reps and assign them to teams. You can rollup contributions to managers, divisions and regions, or even reassign between SDRs and reps.

Payment Methods

AgileComp supports a range of payment methods, including:

- Total Team Contribution
- Commission Year Individual Period Payout Step
- Commission Year Team Period Payout Step

- Individual Contribution
- Commission Year Individual Period Payout Tier
- Commission Year Team Period Payout Tier

Attainment Schedules

Tier Attainment

Build your tiers and AgileComp automatically matches the commission base to the attained tier percentage payout.

Step Attainment

Step attainment schedules are easily calculated by AgileComp by "stepping" the commission base through each tier's attainment requirements.

Goals & Reporting

Goals

Create and assign or combine revenue and/or gross profit goals that reps and managers can track over time.

Commission Statements

Reps and managers can always access and download tailored commission statements.

Reports & Dashboards

Provide customized Salesforce dashboards with pre-configured reports:

- Commission Base Input by Team and Rep
- Commission Payout by Rep

- Goal Completion Percentage per Rep
- Commission Adjustments per Rep

...or build your own!

SPIFs, Overrides & Adjustments

Overrides

Create bespoke, time-based, bulk payout or percentage-based incentives and SPIFs. You can incorporate "best-of" logic or override entire attainment schedules.

Adjustments

In a few clicks you can easily adjust commission or gross profit. You can even adjust in bulk or update and import a spreadsheet and AgileComp will automatically recalculate the period.

Help & Support

Setup & Training

We'll help you get up and running in days, not weeks or months, plus complimentary training and documentation to keep you running smoothly.

On-Demand Support

With AgileComp, you've got the power to manage your commissions. When you need help, we've got your back!