



Varient Advantage: Customer Exclusive Offerings

**Elevating sales performance management
to drive growth—from planning to payment**

Our customers are at the core of everything we do, and we want to ensure your investment in Varient extends beyond our solutions.

Designed with your organization in mind, the Varient Advantage program gives you exclusive access to offerings that directly impact your team's ability to thrive with your daily and long-term use of Varient.



Ask an Expert

Every customer has direct access to Varicent experts on our Managed Services Team. As our valued customer, you are awarded **Ask an Expert credits** that can be redeemed for **FREE time with our best SPM resources for strategic consultation** related to your model.

Many customers redeem their credits to:

- Learn more about new Varicent functionality
- Get the most out of your SPM solution
- Identify quick wins that have lasting impacts
- Get planning assistance in anticipation of future changes to comp plans
- Ask 'How to...?' and 'What if...?'
- And much more!

Ask an Expert credits total **up to four hours per quarter** and are **free of charge**. If you haven't done so already, book time with Managed Services using the [Ask an Expert calendar](#).



On-Demand Learning

We're pleased to share **70+ FREE 'How To' videos** with all of our customers through our [Learning Portal](#). Access our recently launched eLearning Education program through this portal to get current and future best-in-class content. Login today to start learning and educating at your own pace remotely.



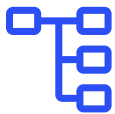


New Admin Enablement

Our Enablement Program for New Admins is designed to **address administrative knowledge gaps and improve your comfort level** in performing Varicent maintenance activities.

Your assigned Client Relations Manager will dedicate up to **80 hours, free of charge, to review your implementation and conduct enablement sessions** in the context of your current solution.

To get started, get in touch with your Customer Success Manager who will be happy to arrange a meeting with a member of our Enablement Team.



Symon.AI Adoption

Gain greater insights from your Varicent sales performance data through a **FREE Symon.AI Blueprint**.

Bringing the power of augmented intelligence directly into your Varicent model, our Symon.AI Adoption Team will provide a **complimentary custom integration of your Symon.AI Blueprint** to help your organization improve predictive modeling and forecasting and identify previously unknown patterns in sales performance behavior; all through a \$0 Statement of Work!

To get started, contact your Customer Success Manager and request your customer exclusive Symon.AI Blueprint Integration today.



Symon.AI and Territory & Quota Planning Entitlement

Varicent's focus on sales performance management, including incentive compensation management, territory assignment and quota management will now include advanced analytics for business users through Symon.AI, and a newly developed module for Territory & Quota Planning.

As a Varicent customer, you'll be automatically entitled to these applications once they are released. Each customer will get a pool of **Symon.AI** (now available!) and **Territory & Quota Planning** (general availability Spring 2021) **credits in perpetuity equal to 10% of your annual Varicent fees**. Put these new apps to work without any upfront licensing!



Faster Calculation Performance

Our Performance Team has helped plenty of customers achieve, **on-average, a 45% reduction in calculation times** with some standard tuning. We're eager to help you realize similar results.

For **up to 80 hours at no charge** our Performance Team will:

- Review your model
- Recommend ways to improve calculation times, and
- Implement their recommendations so you can start experiencing faster calculation times and greater efficiencies sooner.

Connect with your Customer Success Manager today to get started right away.

Ready for the Varicent Advantage?

Visit [Customers.Varicent.com](https://customers.varicent.com) and use your Varicent username and password to book your *Ask an Expert* time, start viewing education videos and more!