

Incentive compensation is the single most impactful go-to-market investment your organization makes, influencing revenue growth more than any other business lever – if it's managed effectively. CaptivateIQ gives you control over this strategic lever - enabling you to systematically design, deploy, and adapt compelling commission plans. Connect to any data source, incorporate any business logic, motivate reps with transparency, and iterate with confidence to achieve revenue goals.

- ✓ 20+ Data Integrations
- ✓ Intuitive no-code interface
- ✓ 7000+ Unique Plans Supported
- ✓ Up and running in weeks

Key Features



Sync your Data: Connect to any data source and pull in data automatically in any format with our powerful integrations and transformations functionality.



Ease Commission Collaboration: Move fast & stay aligned across teams through seamless inquiry, approval, and payout workflows.



Design Any Comp Plan: Build any unique commission plan in a familiar spreadsheet interface, while being able to make and see changes in real-time.



Drive Payee Motivation: Better motivate payees with ultimate transparency & visibility into their commissions via our easy-to-use payee portal.



Grow with Insights: Drive informed decisions with shareable incentive performance reporting & dashboards for adjacent teams & leadership.



Stay Secure & Compliant: Our pentest assessment and SOC 2 Type 2 certification meet the highest standards to ensure data protection and privacy.

Trusted by Global Businesses



Highest Rated Solution on the Market



"Commissions calculations now happen in seconds. We went from spending a few days calculating and sending statements to reps to spending just a few hours on this."



Jeffrey M.

Head of Strategic Finance, Harness

"Through its flexibility, transparency and automation, CaptivateIQ has become an essential partner in scaling revenue operations for our fast-growing sales organization"



Michael D.

Senior Manager of Revenue Operations, Gong