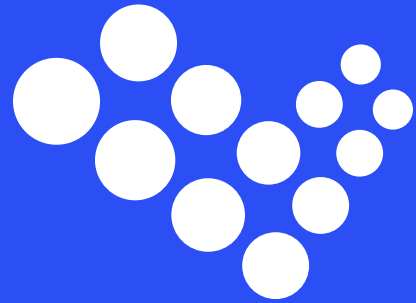




# **Varicent™**

## **Quota Management**

*Plan, manage and distribute quotas to drive sales performance*

Data Sheet

---

# Quota Management

Varicent on Cloud with quota planning enables sales executives, managers and professionals at all levels the in the organization to more efficiently plan, manage and distribute quota assignments that meet revenue expectations and increase sales performance.

With Varicent on Cloud, organizations can model the financial impact of proposed quotas prior to rollout for cost management and budgeting, report on quota attainment and pay distribution to improve incentive plan effectiveness and ensure alignment between sales professionals and corporate objectives.

Compensation administrators can build plan logic to include quota attainment levels that are used in the calculation of commissions and bonus for sales representatives.

Sales representatives are able to view dashboards and reports that display quota targets, quota attainment and compare these values against actual sales revenues.

Sales operation staff and managers can access reports that allow them to assess which sales representatives, sales team or territory is in jeopardy of achieving quota targets and proactively launch selling activities to boost sales revenue in advance of the period close date.

*A purposely built solution with a prescribed approach that incorporates best practices for quota management performance*

## Business Benefits

- Effectively plan, manage and distribute quotas throughout the sales organization
- Easily make changes to quota distributions while tracking historical assignments
- Top-down or bottom up collaboration at all levels of the sales organization

## Highlights

- Cloud or on-premise deployment
- Visually manage quota planning and distribution
- Configure workflow routing to plan, review, approve and distribute quotas
- Quota distribution and attainment reporting and analytics

## **Intuitive and easy to use interface**

Designed with sales operations and compensation administrators in mind, the solution is managed by business users with an intuitive and easy to use user interface (i.e. wizards, drag and drop and visual elements). Business users no longer depend on the IT team to make changes.

## **Quick and easy setup and configuration**

Setup and configure quotas while applying best practices.

## **User participation**

Incorporate user participation in the quota planning, setting, review and approval processes to ensure that quota values are distributed fairly throughout the organization and that everyone involved at all organizational levels agree that the quotas are attainable.

## **Workflow sign-off, approval and editing**

Configure workflow routing, sign-off and approval privileges and editing capabilities using configurable attributes as part of the quota planning process. The value of these configurable attributes at each stage in the workflow will determine the privileges for each individual defined in the workflow.

## **Milestone dates**

Set dates for each milestone of the quota planning process increasing the profile of the time sensitive nature of the planning cycle.

## **Alerts**

Workflow process controls the values any user can view or edit and alerts the relevant personnel of value changes depending on the established hierarchy of users defined in the workflow.

## Data integration

Varicent's Incentive Compensation Management, Territory Management, and Quota Manager all run on one platform and integrate with one another.

## Effective dates

All configuration settings are time stamped with effective dates, allowing you to make changes easily while retaining the integrity of previously configured settings for quote distribution.

## User and role base security

Configure security privileges to the system and data based on defined user and roles.

## Extensive audit log and compliance capabilities

Review all activity and changes in the system and meet compliance and regulatory requirements.

## Cloud solution

Reduce costs and resources by leveraging the Cloud with proven, secure and compliant data centers.

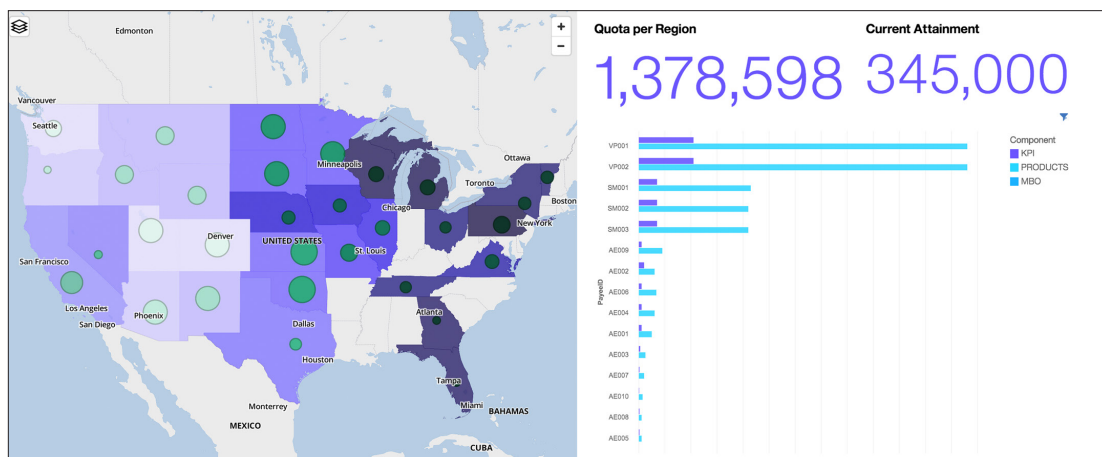
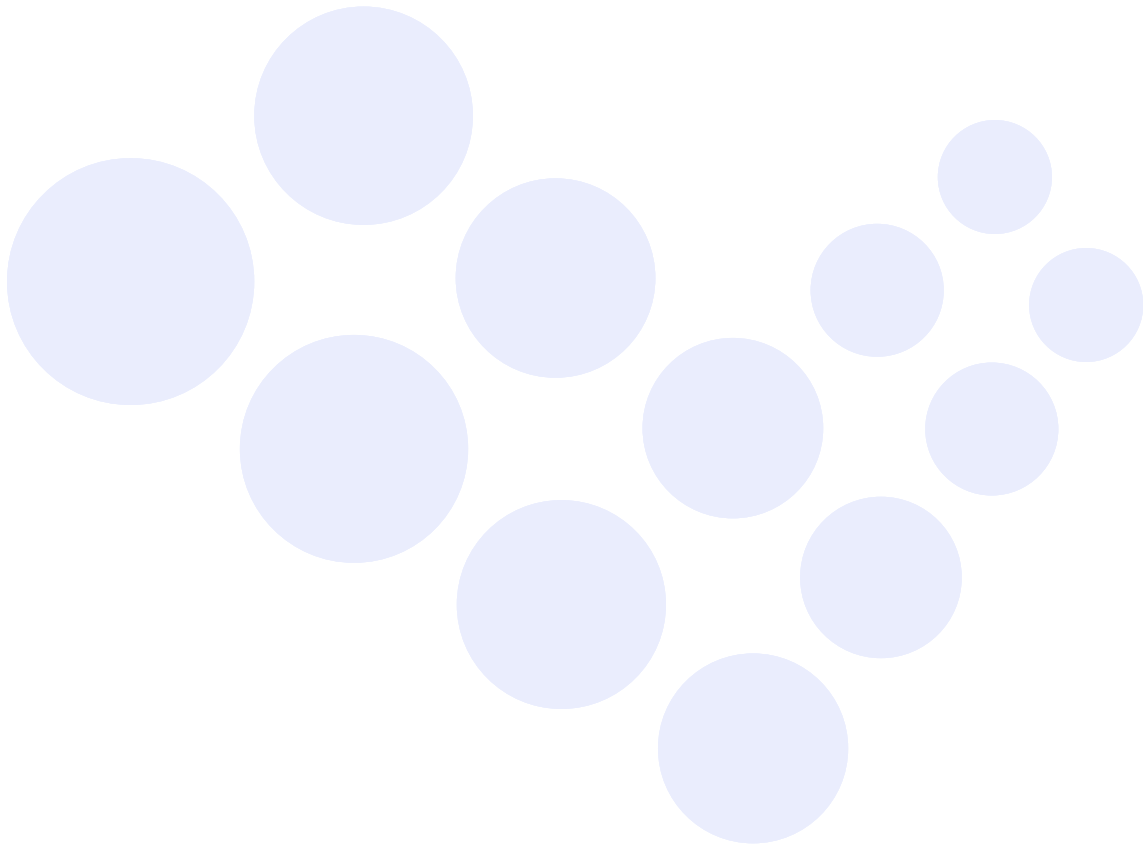


Figure 1: Quota Management allows you to effectively plan, manage and distribute quotas across the Sales Organization and sales roles.



## About Varicent™

Varicent helps clients accurately track, manage, and report on sales processes through the industry-leading Sales Performance Management (SPM) solution. Established in 2005, Varicent innovated the SPM software industry by developing business tools for Incentive Compensation, Territory, Quota, and Channel Management. With Varicent's augmented intelligence-powered platform, customers realize bottom-line efficiencies and top-line results through sales dashboards and models for better decision making at all levels of the business.

## For more information

To learn more about Varicent's solutions, contact your Varicent sales representative or visit: [www.varicent.com](http://www.varicent.com)

