

# Sales Incentive Planning (SIP)

An effective sales incentive management tool to enable quick and controlled design adjustments in a fast-moving business environment

Deloitte's Sales Incentive Planning supported by the cloud-based platform Anaplan enables organizations to respond to today's requirements towards sales incentive management and governance.

The implementation of ready-to-use leading practices across countries, business units and roles enable a consistent approach towards sales incentive management. Fast and reliable data and automatic tracking of changes support an organization's compliance management. Modelling of cost changes and results allows sales managers to make fast and informed decisions.



## Auditable Data, Processes & Results

- Busy with data review, validation and dispute solving? Benefit from a fast, reliable and transparent data flow in our SIP tool. Automatic tracking and documentation of modifications support your compliance management.



## Real-time Performance Tracking

- In today's fast-moving world, employees and managers expect to be constantly up to date without rigid reporting formats and timelines. Anaplan SIP allows a real-time performance tracking, payout calculations and what-if simulations – all reported in customizable dashboards.



## Leading Practices on the Menu

- Time to replace the endless variety of excel sheets and locally grown solutions. Implement a SIP toolbox with ready-to-use leading practices across countries, business units and roles to leverage success stories within your organization and streamline operations.



## Changes at Full Transparency

- You know that your sales incentive plan could use an update – but the impact of changes are too uncertain to take actions? With our SIP tool, changes are executed at the twinkling of an eye with transparent ROI and what-if ROI through scenario-based modelling.

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## Sales Incentive Planning

Effective sales incentive management from territory assignment and target setting to final payout calculation.

