

A SMARTER WAY TO MANAGE INCENTIVE COMPENSATION IN SALESFORCE

Leaptree Incentivize is the 100% Native Salesforce App for Managing Compensation within your business. If you're using Salesforce and would like to ensure your incentive schemes are driving maximum value for your business, Leaptree Incentivize could be the answer. Results include:

Stronger revenue performance: Incentivize encourages specific activities and incentivizes the right behaviors, in line with organizational goals. Reps and managers both know what they should be focusing on, and are motivated to do the right thing.

Streamlined compensation across departments: Incentivize users have been able to align incentive compensation across all teams that earn bonuses and commission, from sales teams to business development and customer success.

Minimized errors: Because Incentivize provides a single source of truth - with accurate, granular data around terms of each incentive plan and any commission/bonus owed - there is minimal risk of incorrect calculation and payments.

Minimized risk: Business risk is greatly reduced too, with a much lower likelihood of underpayments or overpayments leading to litigation, miscalculated or misstated accruals, and the associated penalties for non-compliance.

Lower operational overheads: By streamlining operational processes around this key business function, Incentivize users reduce the admin load on finance, HR and sales enablement teams, allowing them to spend more time on added-value activities.



WHY LEAPTREE INCENTIVIZE?



NATIVE TO SALESFORCE

Leaptree Incentivize is built 100% inside of Salesforce using the Lightning Platform. No need for the APIs or hassle with external integrations.



ELIMINATE COMPENSATION MISTAKES

With flexibility at its core, easily automate and adjust plans to respond to changing market conditions. Reduce payment errors & create plans that not only work for revenue teams but also meet the goals of your company.



REDUCED OPERATIONAL OVERHEADS

Streamline operational processes around this key function of your business to free-up valuable time from your Finance, HR and Sales Enablement teams to allow them focus on added-value activities.

A COMPENSATION MANAGEMENT SOLUTION YOU CAN TRUST

With Incentivize, configure and manage detailed digital compensation plans in a simple and intuitive way.

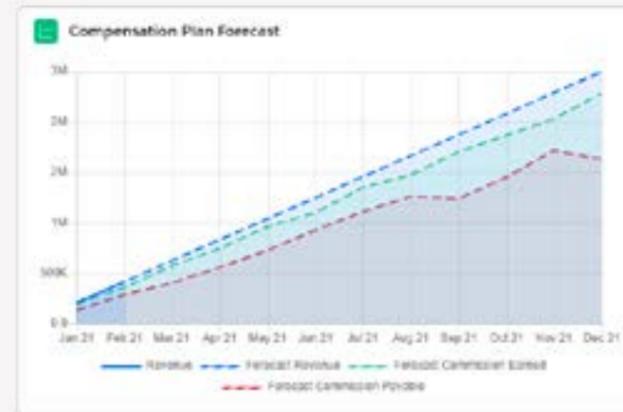
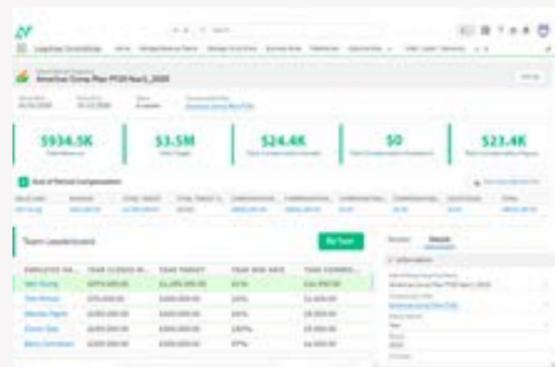
The solution presents valuable and timely insights so each individual can monitor and track their sales and compensation performance in real-time.

Built with Incentivize is a powerful and dynamic business rules engine, offering functionality for compensation queries and disputes, clawbacks, smart rules and more.

STRENGTHEN SALES PERFORMANCE WITH SMART INSIGHTS

Analyze and uncover valuable insights to enhance overall revenue performance.

Drive specific activities and incentivize the right behaviours, so reps and managers can understand what they should be doing more of.



REVOLUTIONIZE YOUR SALES INITIATIVES

Using AI and advanced analytics, leaptree drives sales transformation initiatives to enable strategic revenue growth plans. Align your compensation plans with your organisational goals.

See how high-performing revenue teams are using Leaptree Incentivize to transform their compensation management strategy.

KEY FEATURES

Detailed Sales Plan Documentation

Available online to ensure clarity with no ambiguity.

Real-Time Compensation Information

Available to your teams at the touch of a button to drive buy-in, transparency & trust.

Exception Management

To deal with ad-hoc and/or unforeseen compensation requirements.

Minimized Payments Disruption

By providing structured payment dispute workflows, allowing your revenue teams to focus primarily on selling.

Attainment and Retainment Tiers

Leverage these features to ensure your not overpaying for under performance, while ensuring high performers are encouraged to exceed targets.

End of Period Processing

Is available to ensure the full process can be streamlined, generating payment files as the final output, once calibrated and approved.

Advanced Credit Rules

To support complex rules on recognising won opportunities which have several levels of qualifying criteria.

Rollup Credit Rules

Designed to deal with rollup targets for Managers running revenue teams.

Supports Mid-Plan Changes

Starters, Movers and Leavers can all be handled in a structured fashion within the system.

Multi-tier Team Structures

Multiple tiers available to support mid-sized to Enterprise grade organisations.

Predictive Valuable Insights *

To enhance your teams overall revenue performance.

Extensible

Software code extensions are available to support custom business requirements outside of the product's scope.



WHO IS INCENTIVIZE FOR?

SALES MANAGEMENT

Improve team morale and performance. Increase trust levels while ensuring adequate controls are in place. Access real-time performance on your teams. Drive and monitor sales initiatives, across all revenue teams, not just the 'sales' team. Streamline the sales planning process.

SALES EXECUTIVES

Receive a real-time and detailed view of your compensation information. Submit and track payment disputes in a structured manner. Leverage Artificial Intelligence features to ensure you're focused on the right opportunities.

BUSINESS DEVELOPMENT REPS

Track your compensation across both closed-won opportunities that you've developed and lead->opportunity conversion rates that you're measured against.

PRE-SALES/ SOLUTION ENGINEERS

Track your compensation across all opportunities that you're connected to.

CUSTOMER SUCCESS EXECUTIVES

Track your compensation against customer retention/renewal metrics.

FINANCE / SALES OPERATIONS

Reduce a significant amount of operational overhead by leveraging digital compensation plans, statements, exception handling, payment dispute management and end of period processing.

The Leaptree Revenue Performance Platform

Leaptree creates cloud-based software that combines the power of Artificial Intelligence with innovative Revenue Performance techniques enabling organisations to fully realize their revenue potential.



INCENTIVIZE
The 100% Native Salesforce App for Managing Compensation within your business



MONETIZE
Drive & monetize your indirect sales channels effectively through secure Salesforce portals



ANALYZE
Deep-dive into the key aspects of your revenue datasets within Salesforce to surface up valuable insights.



OPTIMIZE
With dynamic Scorecards for Salesforce, continuously improve performance of Sales & Support teams.



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