



SPIFF
from  Salesforce

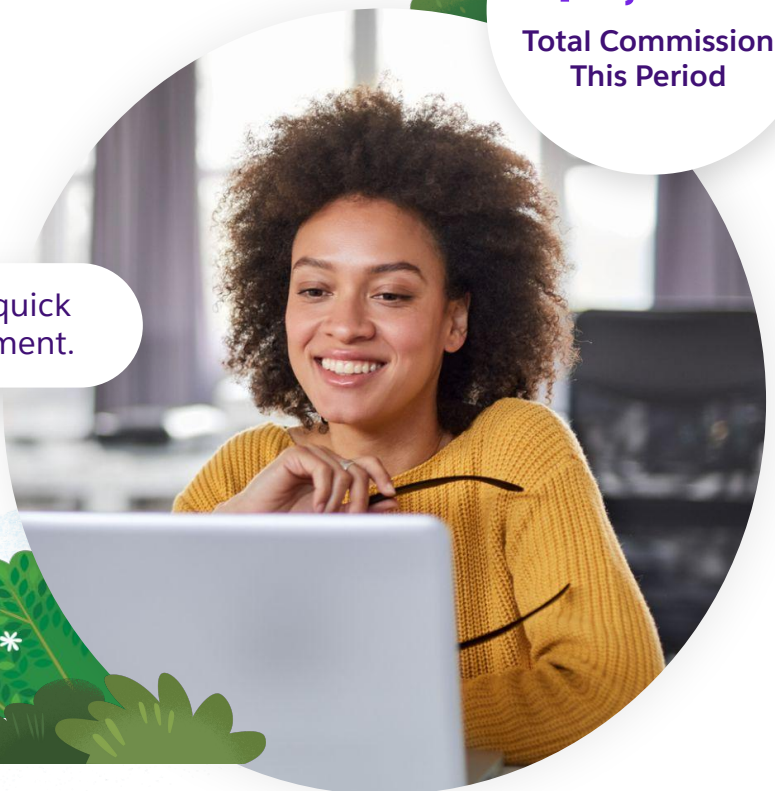
Why Work with Spiff

\$4,528

Total Commission
This Period



@Alison, All set! Made a quick adjustment to your statement.



In Good Company



Decreased time spent managing commissions by 80%

My favorite thing about Spiff is the transparency and for the reps and sales leadership to be able to log in and see exactly where they are in real-time.

– Josh Lawson, Corporate Controller

Company

Weave

Commissionable Employees:

255



Improved their capacity to scale efficiently with Spiff

Because of Spiff's integrations with Looker and Salesforce, I can send a quick email to leadership with the sales attainment leaderboard in real-time. Reporting has improved tremendously, and we couldn't be happier!

– Danielle Wills, Senior Sales Operation Analyst

Company

Udemy

Commissionable Employees:

475



RadNet sales directors saved 42 hours a month

One of our biggest challenges was getting our sales reps invested in their comp plans, so they would work harder to meet their goals. Spiff has given us the platform to showcase our investment in our culture and employees. Spiff has truly catapulted our commission program.

– Lindsey Sanford, Senior Director of Sales and Marketing

Company

RadNet

Commissionable Employees:

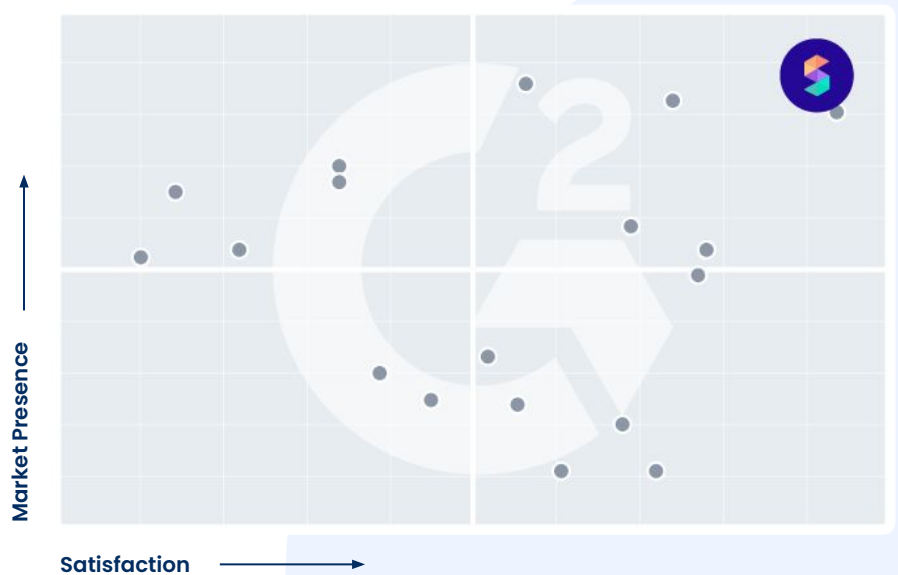
80+



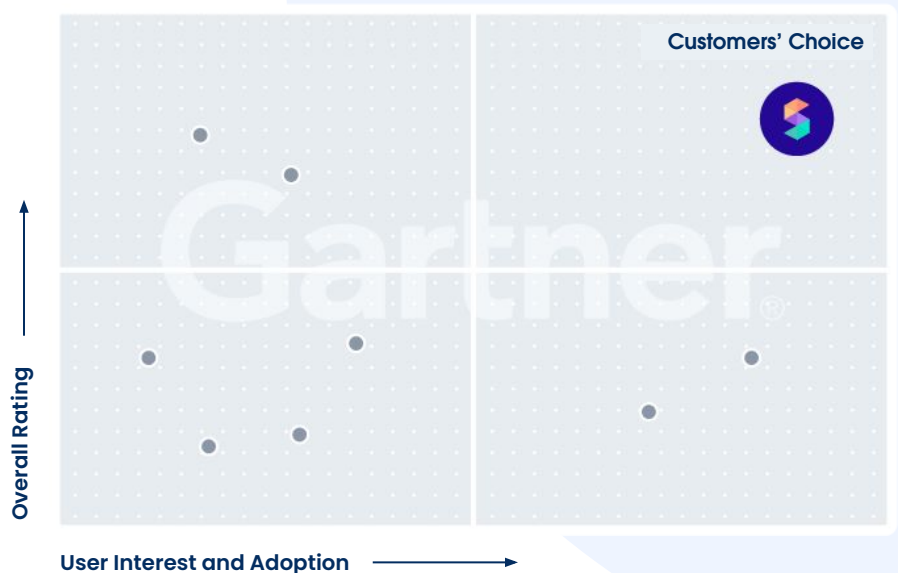
Spiff is a leader in sales compensation software



Ranked #1 by customers on G2 across multiple categories including, Best Results, Best Usability, and Easiest to do Business With



Ranked Customers' Choice by Gartner Peer Insights



Top Reasons Customers Choose Spiff



Ease of Use

Commission automation doesn't have to have a high barrier to entry. But, most commission automation platforms have a steep learning curve- making it impossible to reap the benefits of automation without first learning new systems and processes. Unfortunately, that extra time and effort keeps teams from embracing financial automation. Spiff Designer eliminates that mental-model gap, combining the ease-of use of a spreadsheet with the scale, power, and speed of automation. Spiff makes it easy to build and manage commission plans more efficiently and effectively.



Trust

When commission calculations are incorrect, time is wasted between research and corrections. Once there are inaccuracies, distrust between sales and finance teams arises, adversely affecting the company culture and leading to a decrease in motivation. With Spiff, your finance team can automate the commissions process and your sales team can trust the calculations and data because of the traceability provided. Both teams know they can trust the flexibility of Spiff to allow them to create commission plans that are designed to motivate the best possible revenue result.



Real-Time Visibility and Transparency

Every user gets a performance dashboard on the Spiff platform and the mobile app. The number one motivating factor for sales is immediate validation of their work. Once reps are able to see the efforts of their work in real-time, motivation skyrockets. This simply doesn't happen with monthly or quarterly commission statements. Spiff also has robust permissioning and approval tools, allowing you to control who can see what. Reps can trace every single calculation in the system. Furthermore, with Spiff's Commission Estimator you can inject even more visibility and motivation into a sales cycle as your team builds opportunities and quotes in Salesforce.



Automation & Scalability

Old school commission management is a manual, time consuming process that doesn't scale. Some companies have tried to update their systems, only to discover the automation platform they purchased is simply just a professional services team handling their existing workload. Spiff truly automates your compensation plans, regardless of complexity and volume. The Spiff platform processes millions of statements a day and updates in real-time, so changes to your commission plans require just a few clicks to match source data and sales activity to rep statements. Whether you have 10 or 5,000 commissioned employees, all of your data is available in real-time and all sales comp structures automatically update as deals close.

Top Reasons Customers Choose Spiff (conti.)



Custom Reporting and Insights

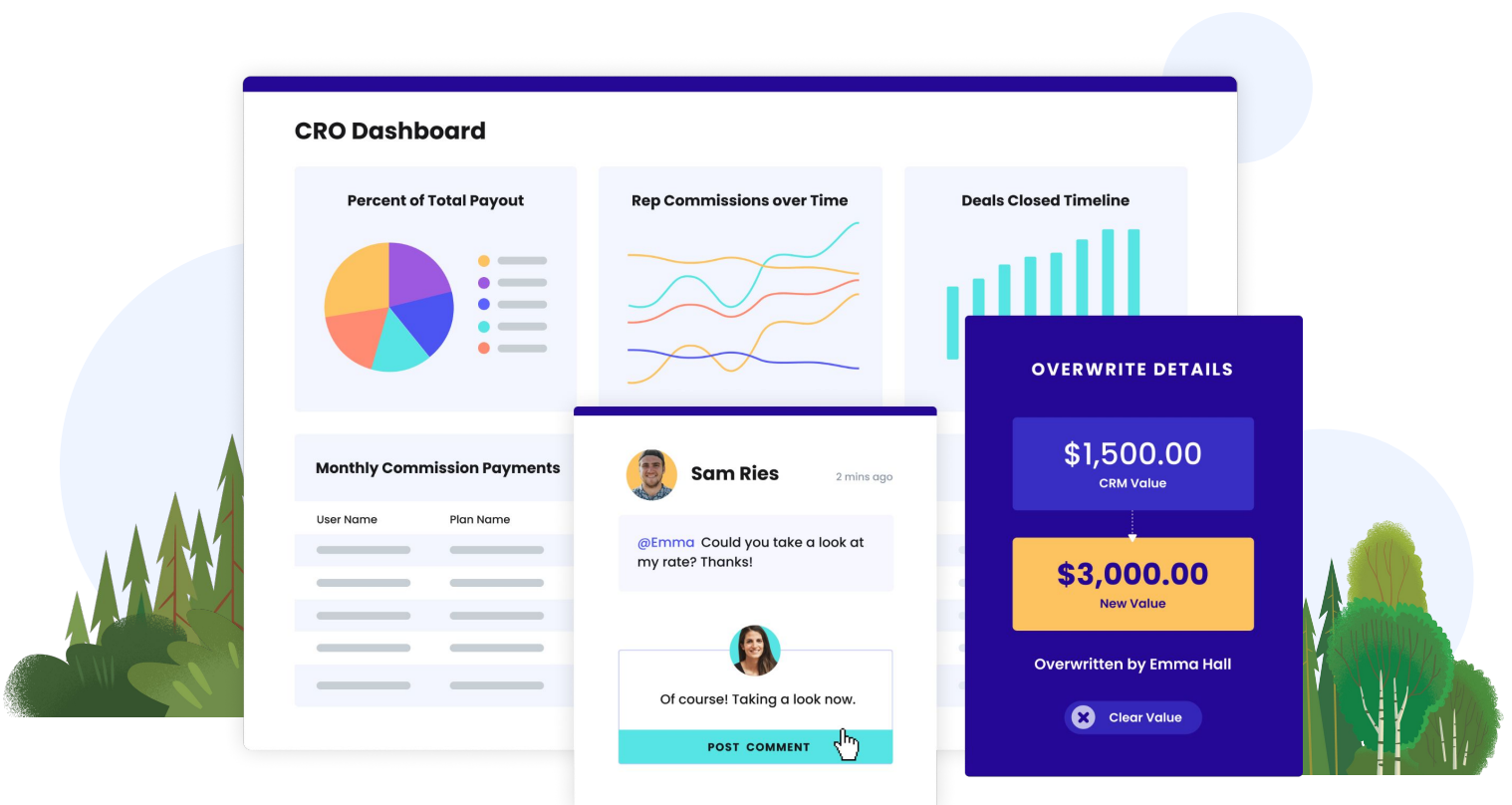
Spiff offers multiple levels of reporting and insights. Pre-built dashboards, custom reports, Excel exports, custom SQL database and API access are all available. Spiff's Reports and Dashboards eliminate the need for manual data collection, saving you significant time and reducing the risk for human error and inaccuracies.



Audit Ready

Spiff is the industry leading commission expensing platform (ASC 606 and IFRS 15). The platform allows customers to maintain balances by ledger accounts including the ability to break down amounts and groups using unlimited levels of subgrouping down to the obligation line level details. Finance and accounting teams no longer have to comb through complicated commission sheets. With just a couple of clicks, relevant expenses are populated so you can have confidence in your compliance.

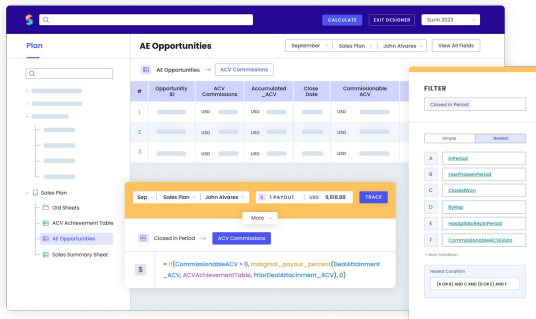
Report, communicate, and make changes quickly



Superior Functionality

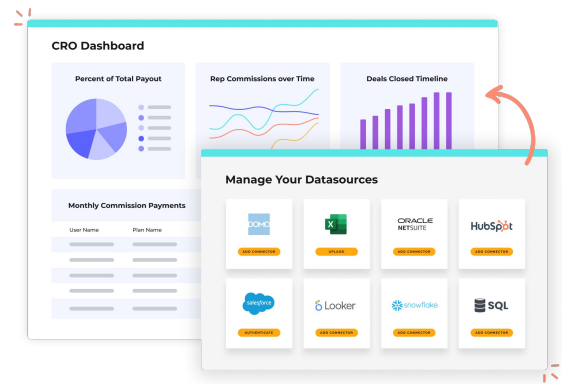
Spiff Designer

A no-code solution with the familiarity of spreadsheets and the scale, power, and speed of automation that allows you to easily build, design, and manage complex compensation plans.



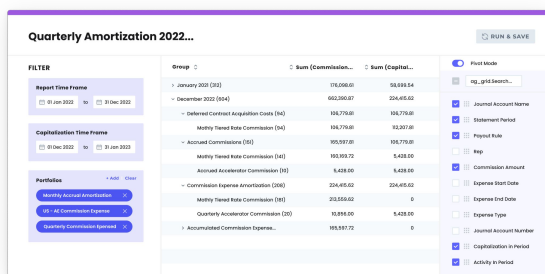
Integration

Simple but powerful integrations into hundreds of systems including Salesforce, Netsuite, Workday, Microsoft Dynamics, and ADP.



Commission Expensing

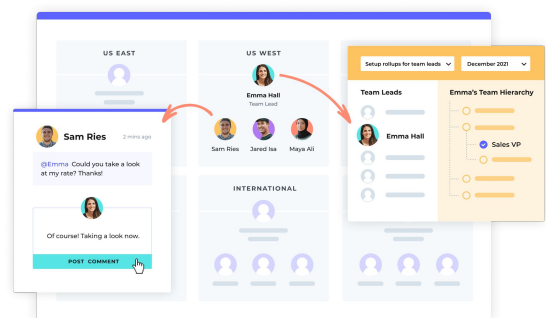
Powerful expensing platforming making it simple to stay in conformance with ASC 606 and IFRS 15 requirements.



Simple Daily Management

Easily manage users, hierarchies, and quotas inside of the app.

Simple workflows to handle questions and disputes around commissions.

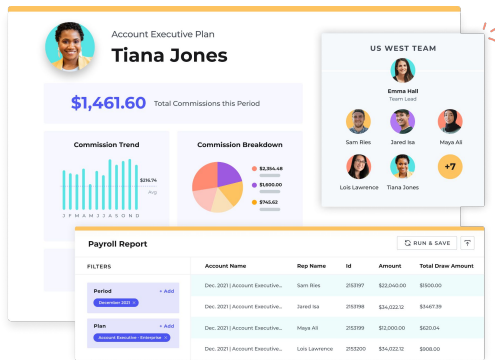


Superior Functionality (continued)

Real-Time Performance Insights

Powerful Dashboards combine multiple reports for efficient analysis by admins, managers, and reps.

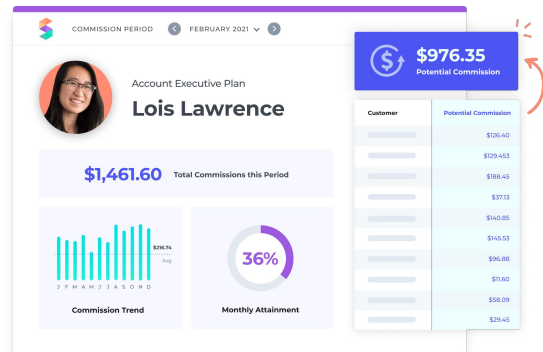
Fully customizable, real-time reports build trust across the organization and eliminate the need to manual compile commission data.



Real-Time Commission Statements

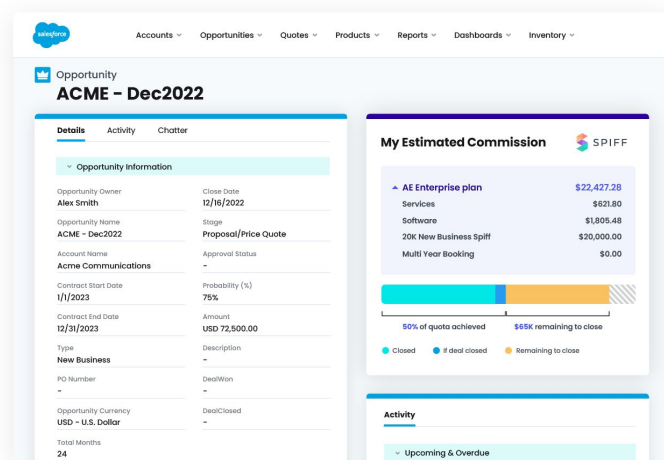
Simple and transparent commission statements that update in real-time.

Simple workflows and communication features that make the entire process simple and transparent.



Increased visibility into quota attainment

Spiff's Commission Estimator brings the power of commission plans into the sales cycle. Using the logic behind commission plans, it generates real-time calculations to estimate any rep's potential commission and quota attainment as they configure and modify quotes and opportunities in Salesforce.



Choose Spiff, the Leading Sales Compensation Platform

Spiff is a new class of software that creates trust across the organization by delivering real-time automation of commission calculations and motivates teams to drive top-line growth.

With a combination of an intuitive UI, real-time visibility, and seamless integrations into current systems, Spiff is the first choice among high-growth businesses. [Salesforce Spiff's Sales Compensation](#) platform enables finance and sales operations teams to self-manage complex incentive compensation plans and provides transparency for sales teams.

See Spiff in action.
Schedule your demo today.

Schedule Demo

