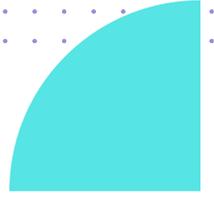
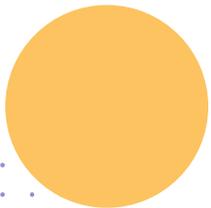




Why Work with Spiff



Executive Summary



Thank you for considering Spiff as you compare different solutions to automate your commissions. We're excited at the chance to serve you!

We started Spiff because we wanted to help solve a very real challenge organizations face around commission management and the often manual, outdated and cumbersome methods finance teams are faced with today. As a new class of software, Spiff gives you the power to handle complexity at scale. It provides transparency and visibility to sales and is a productivity and logic based platform, making it easier for finance to use.

Here at Spiff we hold ourselves to the highest standards of excellence in serving our customers. The platform creates trust across the organization by delivering real-time, automation of complex commission processes. Other benefits include:

- Transparency and visibility for sales and finance teams
- It's a productivity and logic based platform, making it easier for finance to use
- Fast implementation time
- Seamless integrations with your current CRM, ERP, payment processing, and payment systems
- Personalized dashboards for users with real-time data that helps derive detailed insights into revenue, commissions, adjustments, successful deals, and more

We have learned by experience that automating commissions is hard, but extremely worth it if done right. We are so excited to welcome you to the Spiff experience! Thanks again for considering us.

If you have any questions, please don't hesitate to reach out.

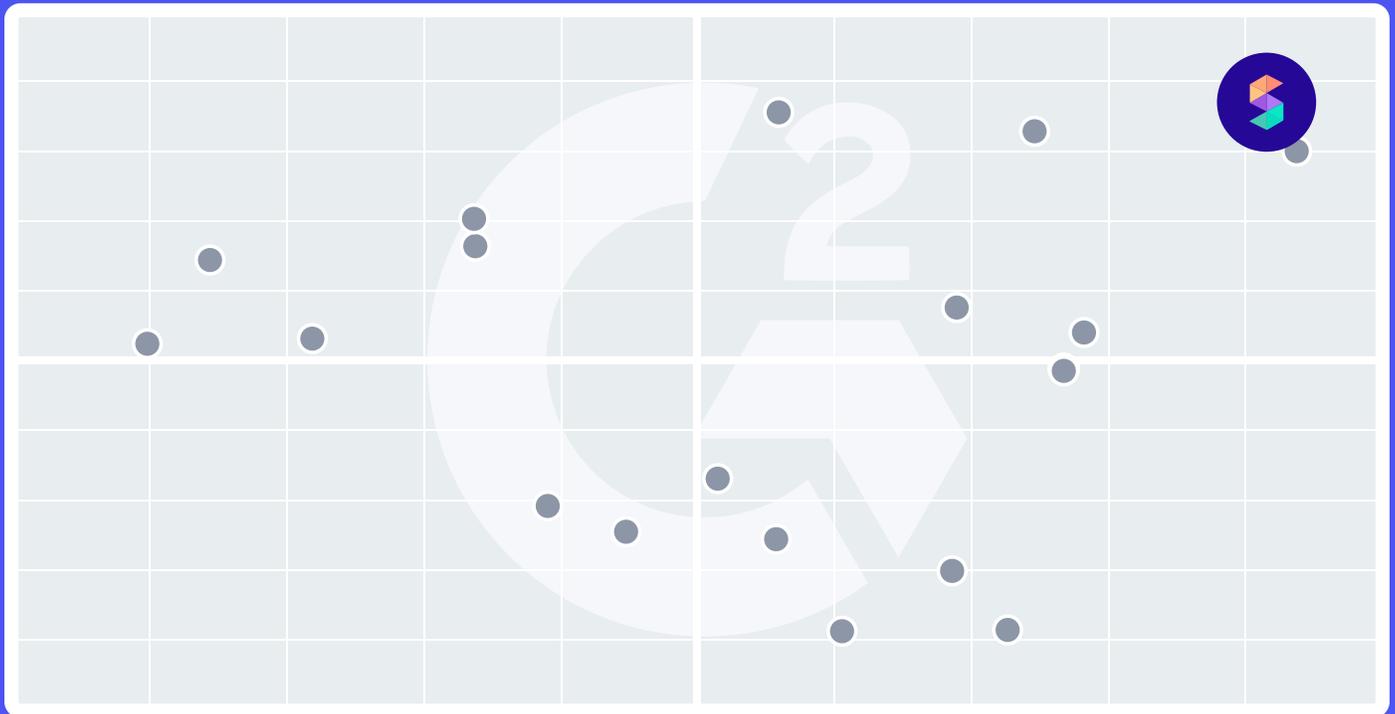
Best,

Jeron Paul

Founder and CEO, Spiff



We're the Leaders on G2



Leader
SPRING
2022



Momentum Leader
SPRING
2022



High Performer
Enterprise
SPRING
2022



Best Relationship
Enterprise
SPRING
2022



Leader
Enterprise
SPRING
2022



Most Implementable
Mid-Market
SPRING
2022



Fastest Implementation
Mid-Market
WINTER
2022



Best Results
Mid-Market
SPRING
2022



Top 100
Fastest Growing Products
BEST SOFTWARE AWARDS
2022

In Good Company



Customer Success



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



Company

Udemy

Commissionable Employees:

475



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



Decreased commission discrepancies by 80%

Ultimately, my team's objective is to pay our sales reps and pay them accurately and Spiff has allowed us to make this a more transparent process opposed to what we were doing in spreadsheets.

— Dan Gifford, CFO

Company

Bold Penguin

Commissionable Employees:

20



Top Reasons Customers Choose Spiff



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 results.



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. With Spiff, your entire organization can see revenue performance exactly when they need it.



Automation

Spiff takes time consuming processes and turns them into time saving advantages. The automation platform processes millions of statements a day and updates in real-time. You can also make changes to compensation plans right within the platform in just a few clicks. Because of the unique architecture, all changes to your commission plans require just a few clicks to match your source data (ERP, CRM, etc.) and sales activity to rep statements.



Scalability

The old way of calculating commissions is a manual, slow process. Some companies have tried to update their systems but discovered that they're just paying for professional services instead of innovation. Spiff scales to any complexity and any volume. From 10 to 5,000 commissioned employees, all of the data is readily available in realtime. Accelerators and other sales plan structures are all automatically updated as sales happen.



Top Reasons Customers Choose Spiff (continued)



Insights and Analytics

Spiff offers multiple levels of reporting and analytics. Excel exports, built-in Looker business intelligence charting, custom SQL database and API access are all available. In addition, Spiff is the only modern platform to offer benchmarking reports so you can easily see how your commissions stack up against industry peers.



Audit Ready

Spiff is the industry leading commission expensing platform (ASC 606, IFRS 15). The platform has a strong expense reporting functionality with tools that allow for any slice or snapshot to be presented when you need it. Required changes typically only take a few clicks. Finance teams no longer have to dredge through complicated commission sheets. With just a couple of clicks, relevant expenses are populated instantly.

REPORT, COMMUNICATE, AND MAKE CHANGES QUICKLY

The screenshot displays the Spiff CRO Dashboard with three main sections: 'Percent of Total Payout' (a pie chart), 'Rep Commissions over Time' (a line chart), and 'Deals Closed Timeline' (a bar chart). Below these is a 'Monthly Commission Payments' table with columns for 'User Name' and 'Plan Name'. A comment thread is visible, featuring a post from Sam Ries asking Emma to check his rate, and a reply from Emma saying 'Of course! Taking a look now.' with a 'POST COMMENT' button. An 'OVERWRITE DETAILS' modal is open, showing a 'CRM Value' of \$1,500.00 being overwritten by a 'New Value' of \$3,000.00, with the action performed by Emma Hall and a 'Clear Value' button.

Supporting Your Success

Here at Spiff we're committed to your success. Whether you're in sales or finance, we're here to help you achieve your compensation automation goals so that your teams can focus on revenue generating activities.



Implementation and Onboarding Support

Once you have signed on as a customer, Spiff has designated implementation and onboarding specialists to help you navigate your way through the platform. The team will work with you until Spiff is successfully implemented and are available if you need to troubleshoot any basic issues you may have.



Dedicated Customer Success Team

Spiff is a powerful hands-on product, and so it only makes sense that you get support from people who use it regularly. Our support team is comprised of people who are intimately familiar with everything that Spiff has to offer. Your success team will ensure you're getting the most value from Spiff. From onboarding to strategic development, you can count on your customer success team at Spiff. Looking for more support? Our premium support model allows for omni-channel support 24 hours a day.



Spiff University

We want you to be successful with Spiff once it's implemented. In addition to help from your customer success team, there's an entire portal, Spiff University, for content dedicated to helping you successfully configure your Spiff instance and strengthen your usage of the platform. Take advantage of individual courses or one of our certification paths at your own convenience!



Spiff User Community

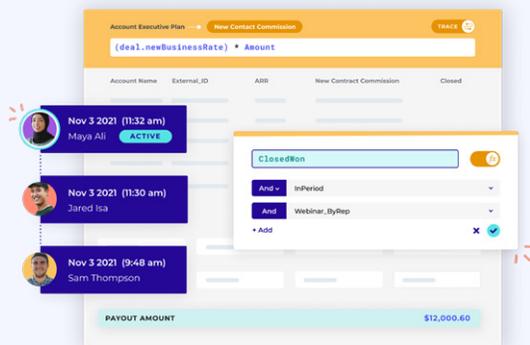
One of our goals at Spiff is to make the world of variable compensation less tedious and more enjoyable— not just through our platform but also through the content we create and the conversations we facilitate. The Spiff User Community allows you to influence the Spiff product roadmap and submit feedback on new functionality, learn from industry leaders and pass along your own best practices while you network with the best in the business, and access exclusive content created to help you get the most out of Spiff.



Superior Functionality

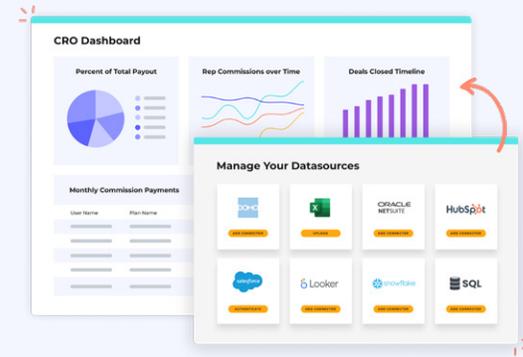
Spiff Designer

A no-code solution that allows you to build, design, and manage compensation plans in app.



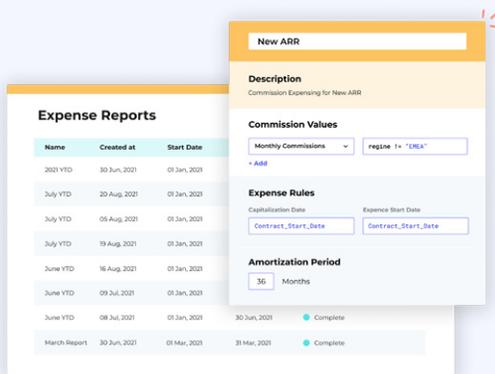
Integration

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



Commission Expensing

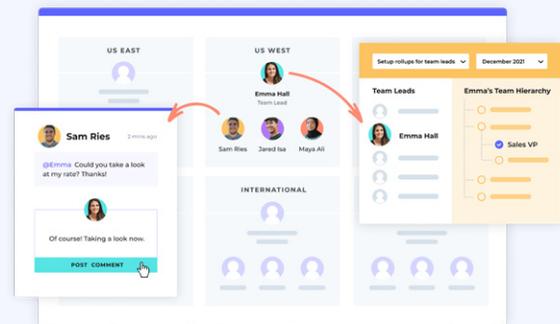
Powerful expensing platform making it simple to stay in conformance with ASC 606 and IFRS 15 requirements.



Simple Daily Management

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

Simple workflows to handle questions and disputes around commissions.

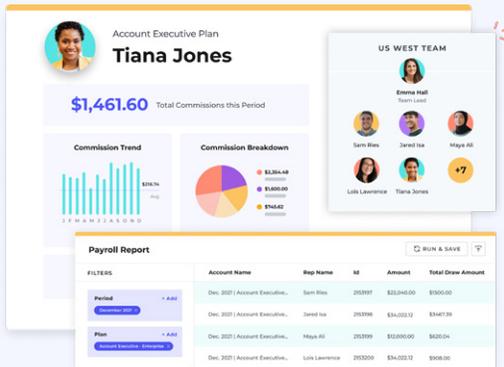


Superior Functionality (continued)

Real-Time Performance Insights & Analytics

Powerful dashboards available for admins, managers, and representatives.

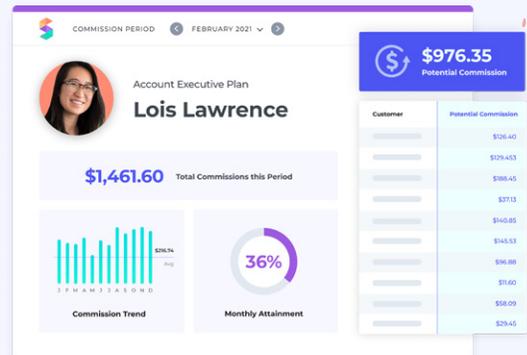
Spiff Analytics is a powerful business intelligence tool enabling in depth reporting and analysis.



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.



Spiff is a leading sales compensation platform that automates commission calculations and motivates teams to drive top-line growth.

[Schedule Demo](#)