



Spiff Designer



For a long time, commission management has been a largely manual, spreadsheet-centric process. The problem is, spreadsheets don't scale as your business grows. That's where Spiff Designer comes in. With the familiarity of spreadsheets and the scale, power, and speed of automation, finance and sales ops teams can build and manage commission programs efficiently, at scale.

With the new Spiff Designer, users can build complex financial models without having to re-engineer established workflows or change their mental models

Key Benefits



Ease of Use

Design and manage comp plans with ease in a familiar, spreadsheet-like interface.



Time-to-value

Provides hundreds of pre-built commission models to make self-management easy- even as you scale.



Real-time updates

Connect to all data sources for real-time updates to models, calculations, and rep statements.



Confidence in Change Management

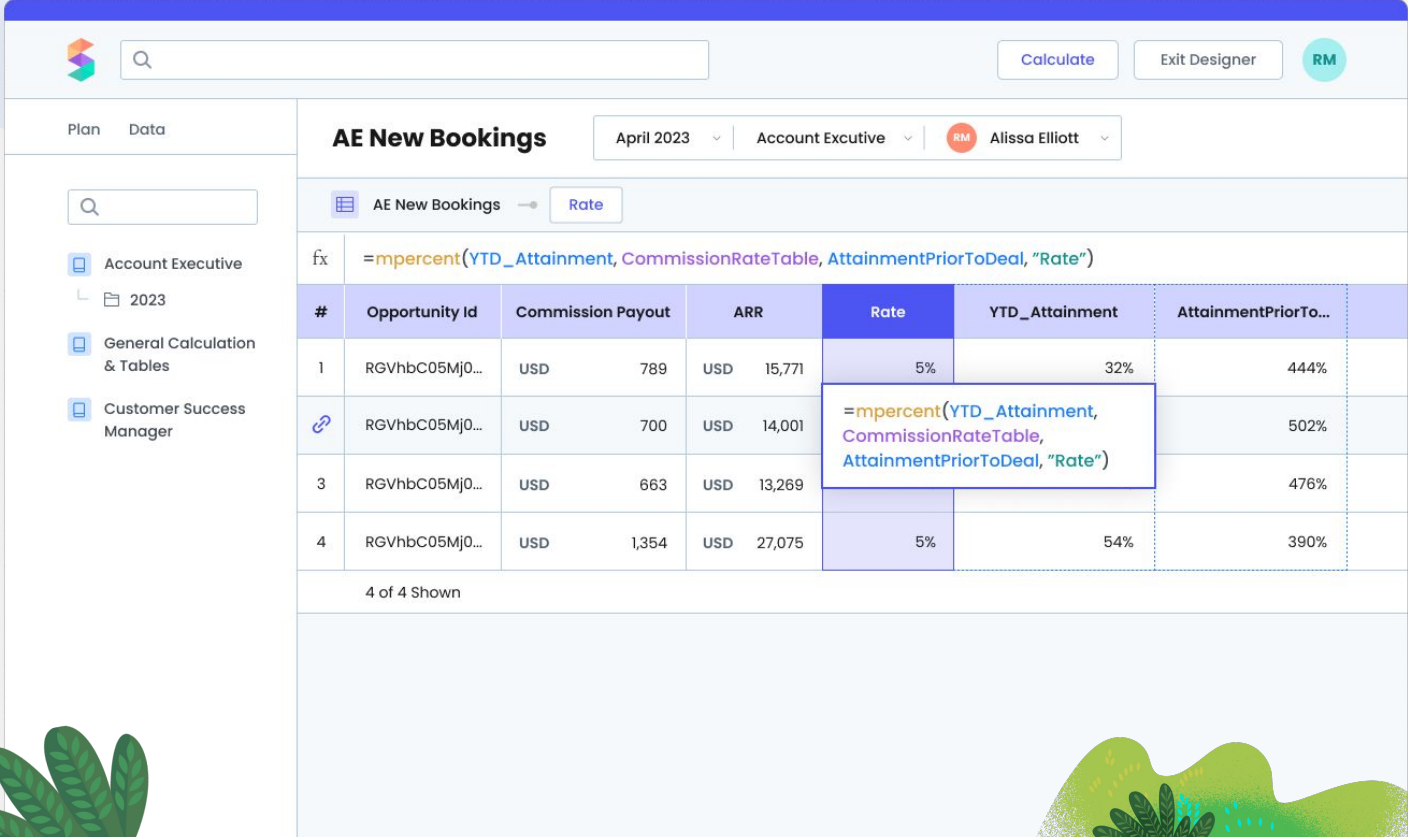
Capabilities like version control, ghost rules, and hidden plans ensure changes can be tested and verified before being deployed.

Built for modern commission management

The new Spiff Designer provides finance and sales ops professionals with the ability to build and manage complex commission plans at scale in an environment that mirrors the familiarity of a spreadsheet. Spiff's Designer makes building financial models easier and faster than ever with hundreds of pre-built commission models to choose from. Even better. Automated connections pull data directly from multiple source systems, giving users the benefit of models, commission calculations, and rep statements that update in real-time as changes are made and deals are closed.

Spiff Designer ensures confidence in rapid change management with features like type ahead, error handling, testing, and version control. Designer facilitates reliable pre-deployment model testing and ongoing accuracy checks.

Build and manage plans from a familiar interface

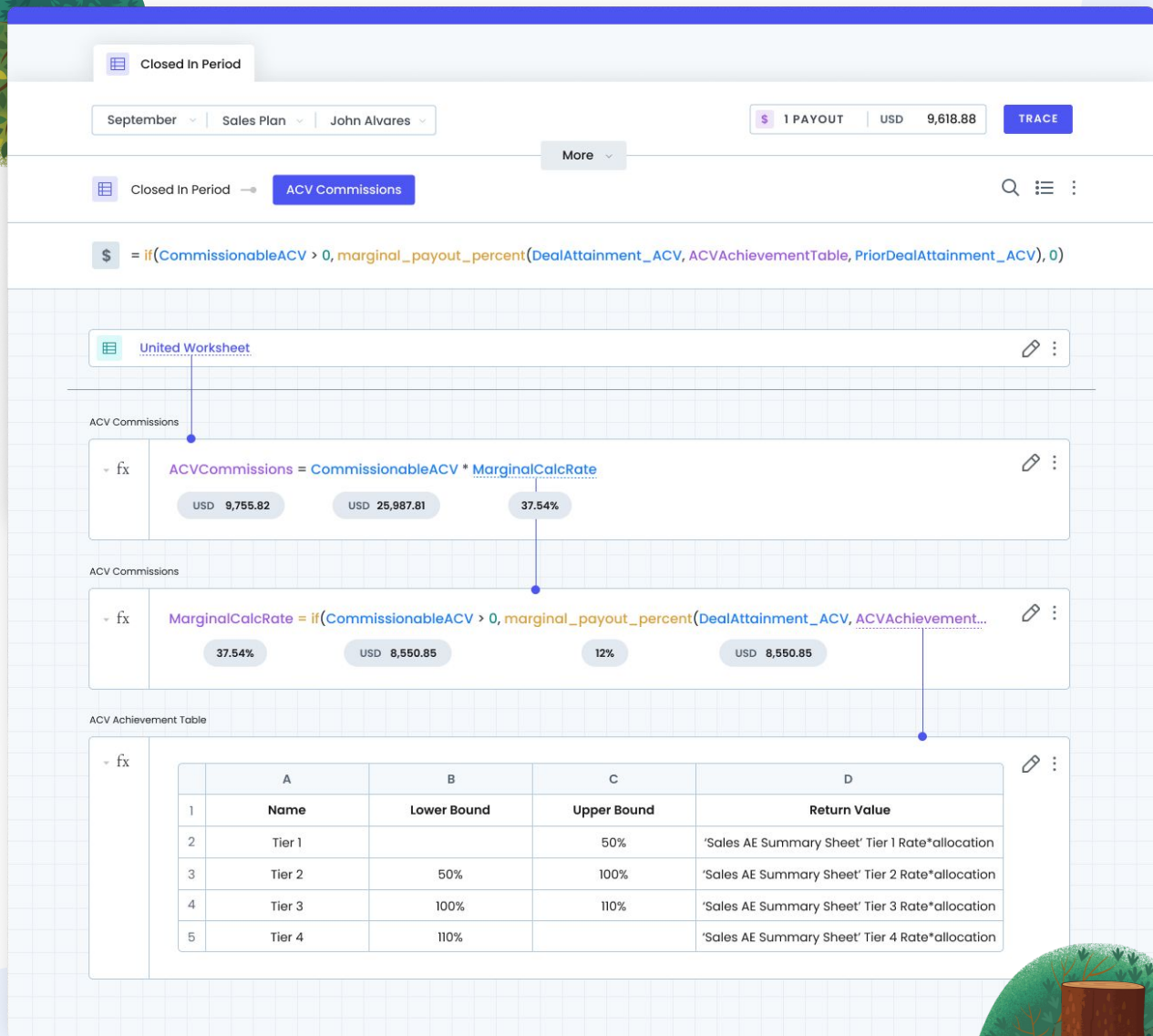



The screenshot displays the Spiff Designer interface, which mimics a spreadsheet environment. At the top, there is a search bar, a 'Calculate' button, an 'Exit Designer' button, and a red 'RM' (Remove) button. The main area shows a table titled 'AE New Bookings' for 'April 2023' under the 'Account Executive' 'Alissa Elliott'. The table columns include '#', 'Opportunity Id', 'Commission Payout', 'ARR', 'Rate', 'YTD_Attainment', and 'AttainmentPriorTo...'. A formula bar above the table shows the formula: `=mpercent(YTD_Attainment, CommissionRateTable, AttainmentPriorToDeal, "Rate")`. A tooltip also displays this formula. The table contains four rows of data.

#	Opportunity Id	Commission Payout	ARR	Rate	YTD_Attainment	AttainmentPriorTo...
1	RGVhbc05Mj0...	USD 789	USD 15,771	5%	32%	444%
2	RGVhbc05Mj0...	USD 700	USD 14,001			502%
3	RGVhbc05Mj0...	USD 663	USD 13,269			476%
4	RGVhbc05Mj0...	USD 1,354	USD 27,075	5%	54%	390%

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Visualize your plans and payout rules with tracing



The screenshot displays a tracing interface for 'ACV Commissions' in a 'Closed In Period' view. At the top, filters for 'September', 'Sales Plan', and 'John Alvares' are shown, along with a 'TRACE' button and a value of 'USD 9,618.88'. Below this, the main formula is displayed:
$$= \text{if}(\text{CommissionableACV} > 0, \text{marginal_payout_percent}(\text{DealAttainment_ACV}, \text{ACVAchievementTable}, \text{PriorDealAttainment_ACV}), 0)$$

The tracing view is titled 'United Worksheet' and shows a flow of calculations:

- ACV Commissions:**
$$\text{ACVCommissions} = \text{CommissionableACV} * \text{MarginalCalcRate}$$
 - CommissionableACV: USD 9,755.82
 - MarginalCalcRate: 37.54%
 - Result: USD 25,987.81
- ACV Commissions:**
$$\text{MarginalCalcRate} = \text{if}(\text{CommissionableACV} > 0, \text{marginal_payout_percent}(\text{DealAttainment_ACV}, \text{ACVAchievementTable}, \text{PriorDealAttainment_ACV}), 0)$$
 - CommissionableACV: 37.54%
 - DealAttainment_ACV: USD 8,550.85
 - PriorDealAttainment_ACV: 12%
 - Result: USD 8,550.85
- ACV Achievement Table:** A table defining the payout tiers based on Deal Attainment ACV and Prior Deal Attainment ACV.

	A	B	C	D
1	Name	Lower Bound	Upper Bound	Return Value
2	Tier 1		50%	'Sales AE Summary Sheet' Tier 1 Rate*allocation
3	Tier 2	50%	100%	'Sales AE Summary Sheet' Tier 2 Rate*allocation
4	Tier 3	100%	110%	'Sales AE Summary Sheet' Tier 3 Rate*allocation
5	Tier 4	110%		'Sales AE Summary Sheet' Tier 4 Rate*allocation

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

[Schedule Demo](#)