



Iconixx Sales Module™



Sales Operations, Sales Management and Finance professionals are under constant pressure to eliminate manual processing, increase accuracy and maximize profits. The Iconixx Sales Module™ – part of the Iconixx Total Compensation Software™ application suite – helps these professionals make an immediate impact for the company.

Eliminate Manual Sales Compensation Management

The Iconixx Total Compensation Software™ application makes it simple to design, build and manage complex sales compensation plans. The user interface allows the easy creation of modular, reusable elements in the building of compensation plans. The Iconixx Sales Module™ has the following features:

- Participant, Customer, Product & Advanced Participation Hierarchies
- Titles and Custom Periods
- Customers, Products and Custom Groups
- Complex Formulas and Rules via Rule Builders
- Quota Management
- Advanced Tiers, Rate and Grid Tables

Forecasting and Analysis

Easily design and review plans before they are implemented. Iconixx Sales Module™ has the ability to create plans in a “Model” environment before releasing them into “Production”. Now you can see your plans, make changes and take control of your compensation plans instead of letting *them* control you.

- Model new incentives or changes to existing incentives to see expected payouts before implementation.
- Drive top-line revenue growth through a motivated sales force that can model potential commissions.
- Forecast total incentive compensation expenses based upon current trends and potential scenarios.
- Motivate employees by enabling them to track their performance towards goals and estimate their bonuses and commissions.
- View side-by-side comparisons of incentives by individual, territory, team or any combination.

Communication

Iconixx Sales Module™ has a simple, configurable, security-based dashboard. The dashboard allows field personnel and sales management to view all of information in one place, including:

- **Real Time Data:** The dashboard allows sales representatives and managers to view their year-to-date sales, quotas and transactions.
- **Reports:** View all role related reports and subordinates’ data (monthly pay statements, details of transactions, etc.).
- **Workflow Inbox:** Access a roles-based “Inbox” with related workflow items like disputes, adjustments, HR data, quotas and custom workflow elements.

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“What If” Analysis for Sales Representative and Sales Manager Compensation

Why should the Sales Team wait and wonder what their payouts can be? The Iconixx Sales Module™ provides two views of sales compensation in real time, placing the power to motivate in your hands:

- **Query and Estimate:** Users can develop “What If” models with potential orders and pipeline information to view potential payouts, thereby incentivizing optimal sales behavior.
- **View total potential payouts:** Motivate with bonus, performance awards, MBOs and other variable compensation factors with easy to use “sliders”.

Integrated Workflow

Because many individuals are involved in the process of compensation, managing workflow between the Field, Management, Operations, HR and Executives is critical. Our integrated workflow is designed to work with the entire Iconixx Total Compensation Software™ application suite: Sales, Bonus and Salary modules. This functionality allows:

- **Maintenance:** Users can easily setup and maintain custom approval hierarchies, groups, email notifications, status, escalation, file attachments and other custom functions.
- **Subject Types:** Users can apply stock features “out-of-the-box” or create custom features for managing Worksheets, Document approvals, and HR actions.
- **Security:** Integrate processes with overall auditing and reporting, so Sarbanes-Oxley compliance can be easily managed.

Rules Engine Scalability

Do you have hundreds or thousands of compensation plans, rules, elements and rate tables? Do you have millions or tens of millions of sales transactions a night? Not to worry, Iconixx Sales Module™ technology will scale with your business and all for the same price. There are NO hidden fees.

The Iconixx Sales Module™ rules engine has modular functionality that allows for scheduled processing or full processing real time. We also provide the capability to turn off “stages” of compensation that your company may not require, further reducing the processing time. We give you the power to grow your business without worrying about calculating millions of transactions a night.

Reporting and Analytics

The most important reports are often those that teams have to generate manually. The Iconixx Sales Module™ offers three mechanisms to report data:

- **Automatically Generate and Schedule Reports:** The Iconixx Sales Module™ Reporting interface includes standard templates for pay statements, total compensation, budget allocation, pool distribution, etc.
- **Create Ad Hoc Reports:** The Iconixx Sales Module™ Ad Hoc interface allows the user to create criteria and filters, organize columns, and save custom reports.
- **Analyze Your Data:** “Drill In” to see data in many different ways with Iconixx Sales Module™ Analysis tools. Additionally, analyzed data can be exported to XLS, XML, CSV and PDF.

Application Security and Roles

Your complex organization demands that security is controlled and role specific. The entire Iconixx Total Compensation Software™ application suite enables administrators to create roles and groups to limit the users’ ability to view, edit, update and print the data. The system utilizes a simple set of user interfaces to grant or revoke access to dashboards, workflow, and compensation plan administration, as well as to the modules for Sales, Bonus and Salary.

About Iconixx Software

Iconixx Software offers the only fully integrated Sales Performance, Bonus and Salary Management software. Our software is modular and fits our customers' needs as they grow.

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