

How To Know If You Need Variable Compensation Software

Do you pay variable compensation?
(e.g., commissions, bonuses, royalties, rebates, SPIFFs, etc.)

NO

YES

Are you using Microsoft Excel to track your variable compensation calculations and payments?

NO

YES

Are you using a homegrown system for your variable compensation calculations and reporting?

NO

YES

Is there only one key person who knows the in's and out's of your variable comp process?

NO

YES

Do you need to change or adjust commissions after you invoice?

NO

YES

Do you need commissions to be automatically calculated and updated as sales documents are created, modified, posted, and paid?

NO

YES

Do you need to manually record the salesperson or salesperson split for a sales document?

YES

NO

Do you need to manually reconcile invoices to payments to determine which commissions should be released?

YES

NO

Does it take more than a few clicks to release the proper compensation payments to your salesforce?

YES

NO

With your current process, is it challenging to produce reliable results, avoid data silos, and put the full data picture in the hands of the people who need it?

YES

NO

You might need variable compensation software.

Contact EthoTech for an evaluation.



(678) 384-7500 option 1
sales@ethotech.com
ethotech.com/contact

You don't.