



# Incent

Motivate your sales teams

Sales teams need a way to coordinate sales force incentives with corporate objectives and quickly adapt to business changes whether in the office or in the field.

**Nexus Incent** helps you streamline the way you build manage incentive plans and with fewer errors. Deploy and reliably track incentives in a way that aligns with company objectives while you keep reps up-to-date on progress towards their goals.



## Drive the right behaviors

Bring innovation to your incentive plans with novel and dynamic measures that align to your national sales strategies and motivate your sales team. Quickly adapt to business rule changes with truly configurable, fully automated software. Design payout structures to motivate performance and enable faster payouts to your sales reps.



## Coordinate more precisely

A simple, intuitive drag-and-drop interface allows precision design, set-up, sharing and administration of incentive compensation plans. **Nexus Incent** drastically reduces the amount of time required to set up and adjust plans and provides visibility into performance with powerful analytics and diagnostic reports.

Inputs and measurements can be defined globally and called into various components of plans. And, logic for goal attainment can be set once and later invoked for specific plans, saving time and driving consistency across products.



## Increase transparency

Improve visibility of plan details by providing appropriate levels of information with customized sales reports that can be accessed on-the-go via web or mobile devices.

Field users have the same views and features as on the web portal for a consistent user experience, no matter where they access pre-defined library or custom reports.



### Three steps to keeping your sales teams engaged:

1. Align corporate and brand objectives to drive **revenue increases of 4-6%\***
2. Automate workflows with customizable, rules-based logic to **reduce IT and administrative staffing costs by 10-20%**
3. **Achieve a ROI in less than 12 months**—with some organizations achieving more than 300% ROI in 12-18 months\*—with a software-as-a-service deployment model

\*results may vary depending on individual implementation requirements

## Key Features:

### Powerful analytics and diagnostic reporting

Track progress and enable sales reps to calculate expected payouts with a flexible, transparent system that ensures fairness, equity, and trust by the field. Predictive capabilities generate realistic, achievable sales quotas and rational, focused sales plans that motivate sales reps.

### Plan design and modeling

Build, model, and calculate incentive plans with customizable rules-based logic and reusable components like pay ranges and measurement.

### Reporting and analytics

Share information securely through a role-based platform with a library of configurable reports and interactive dashboards.

### Quota & incentive management

Allocate sales goals to territories with pre-built, best practice models and collect sales manager refinements through automated workflows. Design special incentives, points programs, and bonuses with flexible rules and integrated non-cash reward catalogs.

### Organization management

Manage employee rosters, organizational hierarchies, territory assignments, and eligibility rules.

### Data management and exceptions

Import, transform, validate, aggregate, and apply sales crediting rules to data sources and manager exceptions while maintaining an audit trail.

IMS Health's Incentive Compensation software-as-a-service deployment model eliminates the headaches of installing software on a server and all of the maintenance and security requirements that come along with on-premise software. Instead of spending valuable time and resources on deployment, upgrades, and maintenance, focus on core competencies and the business use of the software.

“After working with IMS Health, we now understand the field’s perceptions about the plan, how they are different from management’s perceptions and how to address any differences and concerns.”

Case study: Using feedback from field sales to build a better incentive compensation program, 2014

