

# Delivering Operational Excellence for Your SPM Processes and Systems to Ensure On-Time and Accurate Payouts



Reduce the time and cost required to administer your incentive compensation program.

## Trends Shaping SPM

***“Organizations that implement compensation management solutions can expect to reduce errors by more than 90%, reduce processing times by more than 40% and reduce IT and admin staffing by more than 50%.”***

– IBM

## Why SmarTek21 SPM?

Compensating based on closed deals is a solid motivational tool for sales reps. But, the SPM solutions they rely on are complex—both from a business process and IT perspective. To ensure your SPM accurately calculates sales commissions, pays accurately and on time and performs at its best, you need well-managed business processes and supporting IT systems.

At SmarTek21, we can help you get more out of your SPM. We have a deep understanding of business processes and technology, which has helped us minimize operational issues and increase operational efficiencies for countless clients. We are also experienced in roll out's, maintaining SLAs for performance, enhancing operational excellence and adding intelligence to tools. What's more, we leverage a combination of IP, years of experience and custom project management tools to deliver consistent results.

## Integrate with necessary systems and data sources

Sales compensation calculations require data from a variety of sources. At SmarTek21, we'll help you compile territory information, leads and pipeline data from salesforce.com and actual transactions data from ERP systems—including SAP, Oracle and people data from HR systems like Workday. Then, we'll help you pull data from these disparate systems into an SPM system regularly; before commission calculations run.

## Create comprehensive reporting for all teams and users

The SmarTek21 solution enables flexible reporting. This allows your team to track results, make informed decisions and allow for some creative freedom when generating reports and metrics. Our solution will also help you become self-sufficient. We've developed a robust self-service knowledge management system with 24x7 support and an intuitive AI-based help desk.

## Leveraging Our Own Products

With SmarTek21, you get more than an experienced team and trusted services. You also get access to our line of products, which can work together with our solutions to address the need for better self-service and access to data sources.



SmartBotHub

AI-driven engine integrated into IBMs SPM or SAPs CALLIDUS CLOUD to provide answers to the many questions sales rep may have.



Enterprise  
CloudConnect

A robust data aggregator that reduces custom IT footprints while bringing data from disparate systems together.

## Our Valued Customers



## About SmarTek21

Since 2006, our customers have trusted us to deliver on their aggressive digital transformation projects and rescue them from technology challenges that stall their business. We provide outcome-based deliverables by combining project-driven professional services and ongoing managed services that help identify, deploy, optimize, and support the right technology and applications to deliver on our enterprise customer's specific business goals.

Our customers benefit from proven success accelerating digital evolution and transformation by focusing on their business outcomes, delivering technical competencies, and backing it with dependable operations reachable 24x7. We partner for the long run by offering a collaborative solution that helps ensure business goes smoothly today, tomorrow and for years to come.

## Engage With Us Today

Call us today to discuss how SmarTek21 can ensure your technology delivers business value.



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For more information and to schedule a free consultation, visit [SmarTek21.com](https://SmarTek21.com)

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Proven Success Accelerating Digital Evolution and Transformation