



About NICE SPM

NICE Sales Performance Management (SPM) helps large organizations manage sales compensation to improve sales performance. NICE SPM handles complex incentive compensation management (ICM) needs, automates sales operation processes, manages territories and quotas, and delivers sales performance analytics.

About NICE

NICE (Nasdaq: NICE) is the worldwide leading provider of both cloud and on-premise enterprise software solutions that empower organizations to make smarter decisions based on advanced analytics of structured and unstructured data. Over 22,000 organizations in more than 150 countries, including over 80 of the Fortune 100 companies, are using NICE solutions.

www.nice.com

NICE Territory and Quota Management Adaptive to Change

NICE Territory and Quota Management (NICE TQM) maximizes operational efficiency and optimizes performance by facilitating the management of complex, multilevel territories, accounts, and quotas in a data-driven environment.

Seamlessly integrated with NICE Incentive Compensation Management (ICM), NICE TQM increases adaptability, allowing companies to rapidly respond to dynamic market conditions and internal changes and optimize sales performance.



Manage Complex Sales Territories

Efficiently manage multilevel and multidimensional territory definitions, and quickly respond to events with appropriate updates, keeping your territories balanced and profitable.

Territory Assignments

Accelerate both yearly planning and mid-year adjustments of sales territories. View a hierarchical tree of geographies, zip codes, accounts, products and any other dimension, with drag-and-drop simplicity for defining inclusion and exclusion rules.

Effective Dating

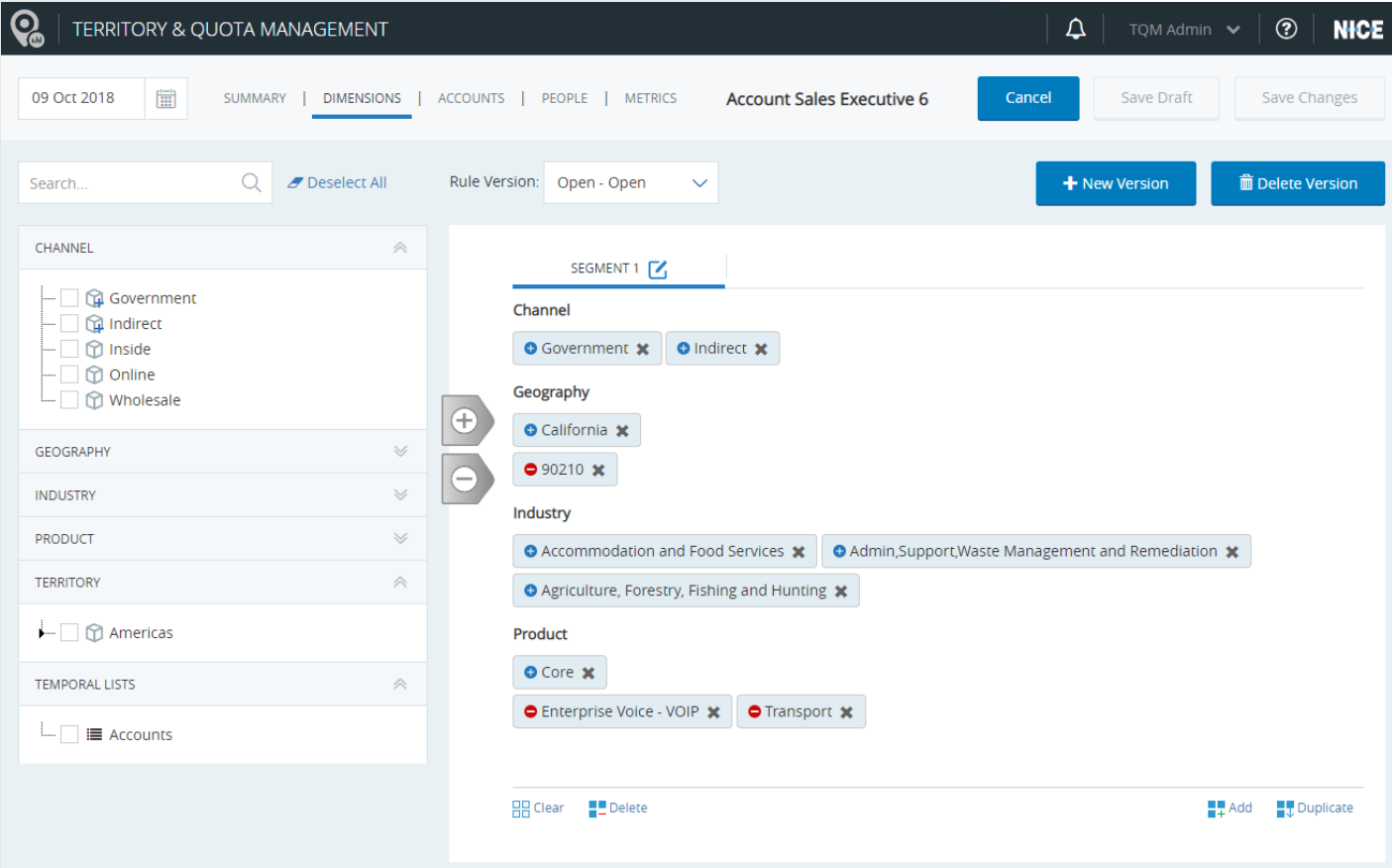
Postdate territory assignment changes, so they automatically come into effect only when they need to.

Change Approval Processes

Define multi-step processes with conditional logic for approval of account and territory changes by stakeholders.

Full Audit Trail

Access a complete audit trail of every territory rule and account change.





Manage Sales Quotas

Plan and adjust quota targets using contextual data and visualize the impact of changes in real time.

Tailored Quota Setting

Use top-down or bottom-up planning, with multiple views and drill-downs all the way to individual quotas.

Team Collaboration

Speed up quota planning with built-in dashboards and workflows that allow multiple groups to collaborate, leveraging configurable rules, thresholds and reports.

Visual Decision-Making

Plan quota targets and adjustments using contextual data and visualize the impact of changes to roll-ups in real time. Set hard and soft limits to guide managers through the quota smoothing process



Make Data-Driven Territory and Quota Decisions

Optimize territory and quota assignments based on historical data and projected impact.

'What-If' Modeling

Model the impact of territory and account changes on quotas and sales compensation forecasts, in real-time, based on historical and projected transaction-level data.

In-Cycle Performance-to-Target Impact

Provide high-level sales management with actual vs. forecasted data in near real-time, for in-cycle impact analysis.

Multilevel Performance Analysis

Analyze performance of sales reps, territories and accounts at any level of granularity.



Automatically Propagate Changes

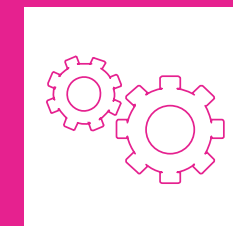
With NICE TQM, resource-intensive and error-prone manual processes are eliminated. Instead, territory definitions are automatically translated into sales crediting rules, enabling quick and accurate commission calculations, reporting and payments.

Changes made to territory assignments, accounts, zip codes, and products are automatically propagated into a Sales Crediting engine, which matches sales transactions and ensures that the correct reps are paid for every deal.



1 Territory & Quota Management

Territory definitions are translated into crediting rules at the push of a button



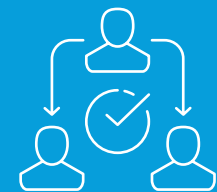
2 Crediting Engine

The Crediting Engine matches a sales transaction to a territory definition, resulting in a credit



3 Incentive Compensation Management

Credits and rolled up summary results are available to the ICM calculation engine to calculate commissions based on incentive plans



Break Silos Between Teams

Eliminate silos and disconnect between the teams responsible for territory and quota management, sales operations, incentive compensation calculations and payment.

NICE TQM is part of NICE Sales Performance Management (SPM), a single, integrated platform for sales operations, compensation administrators, sales reps and management teams. With automated and centralized processes, SPM provides a single point of truth for multiple teams.

