GTMS®
GO-TO-MARKET SUITE®

Enterprise-class cloud software

Performance Incentives

Incentive Plans

Sales Commissions

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Now it all adds up®

Extend the capabilities of your ERP

Incentive plans are not aligned with business goals, quotas are oversimplified and internal systems cannot keep up with the increasing complexity of sales crediting rules and commission formulas. Failure to manage sales plans, quotas and territories can result in unproductive or misaligned incentive programs that are not only demotivating for sales teams but also have a direct, adverse effect on your bottom line.

With the Go-to-Market Suite® (GTMS®) Performance Incentives module by Vistex, you can align incentive plans with organizational goals and MBOs, motivate employees with precision and visibility, and seamlessly manage business-driven sales activities. Designed to support robust administration, financial accrual and settlement processing, and analysis and reporting for sales incentive plans, you'll realize performance that leads to results.

Drive behavior and optimize sales performance with incentive planning and sales commission crediting

Incentive Plans

Design incentive plans that motivate sales teams and align with business goals and policies. Increase sales volume without damaging sensitive margins.

Sales Commissions

Analyze sales transactions, determine sales credits and calculate compensation accurately according to incentive plan rules.

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Incentive Plans

Elevate your company's sales strategy by aligning compensation with KPIs that directly contribute to profitability. The Incentive Plans component of the Performance Incentives module by Vistex provides a robust platform for designing and managing complex incentive plans across the enterprise. With end-to-end visibility, you can model, administer and analyze compensation tied to value-creation metrics such as revenue, margin and other business-critical measures as well as transaction events like order placement, billing and payment receipt.

You'll gain complete control over incentive plans with organizational goals to drive results. The solution enables companies to adopt and refine plans that support growth and profitability.

With real-time insights into goals, achievements and payouts, employees stay aligned with overall sales objectives and maximize earnings potential.

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Sales Commissions

Motivate your sales team with transparent, goal-oriented commission structures that recognize individual contributions and reward exceptional performance. The Sales Commissions component of the Performance Incentives module by Vistex enhances engagement by providing employees with a clear understanding of their earning potential, helping them see how their efforts impact the bottom line.

Sales crediting decisions and commission calculations are fully traceable, reducing the effort to handle compensation disputes.

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About Go-to-Market Suite®

Vistex Go-to-Market Suite® (GTMS®) is an enterprise-class, modular-based application that helps drive revenue, control spend and influence behavior. GTMS is specifically designed to offer unprecedented visibility into program performance, providing unparalleled insight into the management of entire programs, and provides end-to-end insights into overall program effectiveness while driving topline revenue and improving bottom line profit.

GTMS Cloud Modules

Trade & Channel >
Make more informed decisions to maximize trade program performance.

Performance Incentives
Effectively manage incentive compensation, drive behavior and improve performance.

Vendor Funding >
Maximize cost recovery programs and find opportunities for revenue growth.

Price Staging Hub >
Staged pricing solution reduces pricing errors by providing accurate, up-to-date pricing for ecommerce, quotations and CRM solutions.

Price Management >
Drive prices, determine true profitability, and gain a holistic view of your pricing programs.

Excise Tax Management >
Centralized tracking of excisable goods movement and tax value calculations.

Rights & Royalties >
Save time and earn more from your intellectual property and artistry works.

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Automate, streamline and gain end-to-end visibility for revenue management with GTMS

Eliminate errors with a single source of truth so analysis is straightforward and innovation is possible

Support programs with flexibility and a “future-proof” design for a competitive edge

Gain end-to-end transparency to program performance capturing every impact on revenue and margin

Scalable and performance-tested at the world’s largest enterprises across multiple industries

Reduce financial, audit and compliance complexity with deep functionality around financial controls

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Deployment

Vistex Go-to-Market Suite integrates with any ERP and manages and analyzes your margins on both the buy- and sell-side. It offers real-time insights into program performance and provides a clear picture of how programs impact your financial, marketing and sales functions.

Cloud for any ERP

ERP agnostic revenue management software

Enterprise-class modular-based application

Interfaces with any ERP provider including SAP, Oracle, Microsoft, Epicor, Infor and more

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About Vistex®

Vistex solutions help businesses take control of their mission-critical processes. With a multitude of programs covering pricing, trade, royalties and incentives, it can be complicated to see where all the money is flowing, let alone how much difference it makes to the topline and the bottomline. With Vistex, business stakeholders can see the numbers, see what really works, and see what to do next – so they can make sure every dollar spent or earned is really driving growth, and not just additional costs. The world's leading enterprises across a spectrum of industries rely on Vistex every day to propel their businesses.

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