



NI enjoys
**EFFICIENCY,
PRODUCTIVITY,
& GREATER
CONFIDENCE**
with an automated
SPM system.



It was a positive experience. The OpenSymmetry team was well prepared and knew what they were doing. Also, whenever they did not know the answer, they would do the research and get back to us rather than giving a premature answer that they didn't know for sure, and I really appreciated that.

– Máté Szentei,
Senior Group Manager of
Sales Compensation,
Information & Governance, NI

HOW NATIONAL INSTRUMENTS CREATED A PATH TO SPM OPTIMIZATION

A CASE STUDY ON NI'S SALES PERFORMANCE MANAGEMENT PROGRAM HEALTH ASSESSMENT

NI (formerly National Instruments), a global leader for automated test and measurement systems, brought big discoveries to the sales compensation process through an objective program health assessment.

CHALLENGE

NI wanted a clear view of their Xactly Incent™ configuration and whether it was optimized to meet their sales compensation program needs, both in the present and in the future. This required a deep dive into administration and internal processes to evaluate the setup and day-to-day management of their solution.

SOLUTION

The SPM program assessment conducted by OpenSymmetry was built around a comprehensive framework, evaluating all aspects of the sales compensation program. As the NI team talked through daily processes and explained the system setup and performance, the OpenSymmetry team identified ineffective processes and the root causes of daily frustrations that came from the configuration of source systems.

RESULT

-  **Internal efficiencies:** Through the current program assessment and future state planning, OpenSymmetry uncovered a series of quick wins for NI's sales compensation team – high-impact adjustments that would take a low level of effort but yield a high ROI, creating a more efficient system.
-  **Time savings:** Recommendations by OpenSymmetry for streamlining and automating sales compensation processes led to minimizing non-value-added work within the Xactly Incent configuration.
-  **Confidence in the technology:** The program health assessment gave NI greater confidence in the Xactly Incent platform and an opportunity to leverage compatible tools to maximize the Xactly Incent instance's efficiency, such as Xactly Connect™.

To read the full case study, please visit bit.ly/NIcasestudy

ABOUT **opensymmetry**

OpenSymmetry is a global consulting company that specializes in the planning, implementation, and optimization of sales performance management (SPM) solutions supported by the industry's leading technology suppliers. Since 2004, OpenSymmetry has enabled over 1,100 customers, ranging in size and industry, to achieve greater operational efficiency and get better sales results. To learn more, please visit opensymmetry.com