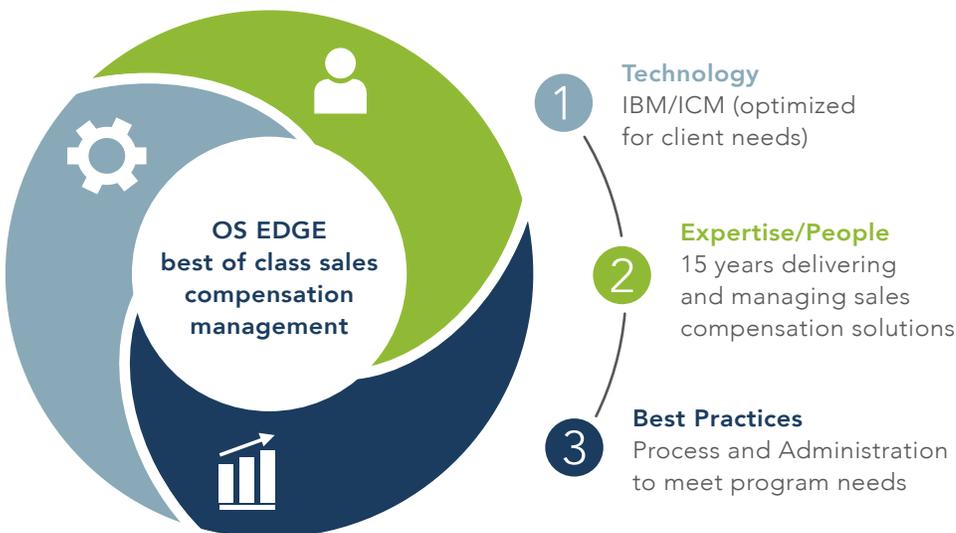# OS EDGE

A FLEXIBLE, PRE-BUILT INCENTIVE COMPENSATION SOLUTION FOR YOUR BUSINESS NEEDS

INTRODUCING OS EDGE 360 COMP

Leveraging best-of-breed incentive compensation technology from IBM, OpenSymmetry delivers a turnkey solution to help organizations proactively achieve and maintain a fully-optimized sales compensation program. With 360 Comp's flexible deployment and a fully-tailored support model, **your incentive compensation program always stays current while helping you reduce costs, increase accuracy, and have more time to focus on your core business.**

OS EDGE best of class sales compensation management

1 **Technology**
IBM/ICM (optimized for client needs)

2 **Expertise/People**
15 years delivering and managing sales compensation solutions

3 **Best Practices**
Process and Administration to meet program needs

OS EDGE 360 Comp Features

- Micro & macro modeling/ forecasting
- Best-of-breed reporting & analytics
- Flexible solution = change when needed
- Tailored support options
- Workflow (e.g. disputes & plan approval)
- Data management

THE GAME-CHANGING BENEFITS OF OS EDGE 360 COMP

Our incentive compensation administration expertise coupled with our technical capabilities give you the clarity and confidence to **deploy and maintain a best-of-breed incentive compensation program.** OS EDGE can deliver substantial, ongoing benefits to your company faster than you may think, including:

- **Time to focus on strategic priorities –** With an optimized and flexible process, you'll **save admin time** and **increase productivity among sellers.**

- **Informed decision-making –** Accurate sales performance analytics & reporting give you the power of reliable forecasting & modeling, making it easier to **drive sales-impacting decisions** and **quickly adapt to changing needs and goals.**

- **Long-term scalability –** Standardized processes and integrated technology and data sources set you up for **growth and ongoing, repeatable success.**

FASTER AND MORE EFFICIENT DEPLOYMENT

By leveraging a pre-built framework (pre-configured components leveraging best practices), a solution can be deployed faster than off-the-shelf solutions resulting in a faster ROI.

TRADITIONAL IMPLEMENTATION

360 COMP IMPLEMENTATION

TIME TO ACHIEVE BEST-IN-CLASS:
9-18 months vs. 5-7 months

Future state assessment

Selection & planning

Set up & testing

Deploy & enable

COMPREHENSIVE ANALYTICS

360 Comp provides pre-bundled analytics packages for three typical end users:

ADMINISTRATOR

MANAGER

SALES REP

YOUR DEDICATED SOLUTION TEAM

To ensure a successful program, OS dedicates experts to support various components of the SPM system.

(24/7 WHEN NEEDED)

SERVICE MANAGEMENT
Solution Manager

TECH EXPERT
Solution Architect

ADMINISTRATION
Solution Analysts

CHANGE CONTROL
Solution Consultant

To learn more about how OpenSymmetry's OS EDGE 360 Comp solution can help you achieve and maintain a best-in-class incentive compensation management program, email us at os_info@opensymmetry.com.

About OpenSymmetry
OpenSymmetry is a global consulting company that specializes in the planning, implementation, and management of sales performance management (SPM) solutions supported by the industry's leading technology suppliers. Since 2004, OpenSymmetry has enabled its customers, ranging in size and industry, to achieve greater operational efficiency and get better sales results.

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