



OPENSYMMETRY & SAP: DELIVERING A BETTER SALES EXPERIENCE

OPENSYMMETRY'S SAP PRACTICE QUICK FACTS

- Established SAP (CallidusCloud) practice in 2004
- Delivered over 500+ SAP projects
- Retain more than 50 dedicated SAP consultants, globally
- OS owners formerly CallidusCloud (now SAP) employees
- Certified SAP PartnerEdge Silver Partner

“ Now on payday, it's quiet! We don't get as many phone calls and emails with questions – instead, the sales team asks questions before payday and the reps are now confident about how they get paid.”

– Tamara Cothran,
Commissions Manager, Mr. Cooper
(formerly Pacific Union)

To read the case study, please go to bit.ly/2CdCwBA

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.

To learn more about how OpenSymmetry and SAP can help transform your SPM program, visit opensymmetry.com or email us at os_info@opensymmetry.com

AN INTRODUCTION TO OPENSYMMETRY AND SAP

OpenSymmetry launched in 2004 as a sales performance management (SPM) consulting firm focused exclusively on CallidusCloud (now SAP). Today, OpenSymmetry is SAP's largest and longest standing implementation partner dedicated to SPM. With deep expertise of the award-winning SAP Sales Cloud portfolio – having delivered over 500 SAP customer projects – OpenSymmetry is in the ideal position to tailor each SAP implementation to address the customer's unique challenges and help them meet their specific needs. Our ultimate goal is to empower our customers to leverage technology for long-term success.

OFFERING SAP COMMISSIONS, CPQ, AND CLM

SAP COMMISSIONS:

Increase revenue, improve agility, and drive sales performance

Streamline incentive compensation management, distribution, and approval, while reducing overhead and maximizing value. With the SAP Commissions solution, you can leverage AI to optimize outcomes and deliver superior performance, and increase seller motivation with clear visibility into planning, performance, and estimated payments.

SAP CPQ:

Maximize revenue generation through any channel with AI-powered selling

Provide a richer customer experience by empowering your sales team and partners to offer complex product configurations, optimized pricing, and great-looking proposals. With the SAP CPQ solution, you can offer the right product at the right price and time, and accelerate sales through any channel by seamlessly connecting SAP CPQ to any CRM or ERP platform.

SAP CLM:

Visualize, standardize, and streamline the contract process

Automate and standardize the sellside contracting processes with SAP's Contract Lifecycle Management tool. With its unique "in the cloud" editing capabilities, automatically compare versions, document any changes, and integrate to SAP CPQ to ensure changes to the contract are consistent with pricing processes.

SERVICING A BROAD RANGE OF CUSTOMERS

Together, Opensymmetry and SAP serve customers from a variety of industries, including Financial Services, Telco, Insurance, Manufacturing, Technology and more. These are some of the customers we're proud to have worked with:

