



Improve territories, quotas and  
compensation with fast insights.



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## Highlights

Introduction  
Results & recommendations  
Conclusion

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## Introduction

Thank you for completing the assessment and downloading your PDF report. Explore the following results and customized recommendations to take the next step in your Sales Performance Management (SPM) journey.



## Results & recommendations



### Question 1

What was your organization's revenue for the last fiscal year?

### Question 2

Estimate how much you are overpaying sales reps.



### Question 3

How many sales reps receive incentive compensation, like commissions or bonuses, in your organization?

### Question 4

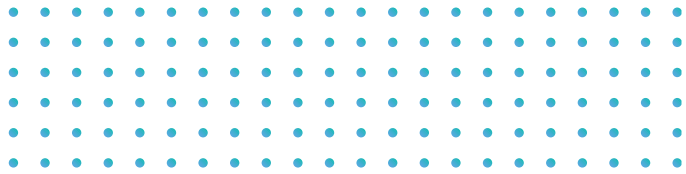
Do you anticipate hiring additional sales reps in the next three years?



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Question 5

How are you currently managing your  
sales incentive compensation?



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Question 6

How many full-time employees  
manage your current sales  
incentive compensation?



#### Question 7

How often do you pay out sales incentive compensation to the sales team?



#### Question 8

How many hours are spent handling inquiries from the sales team per payout period?

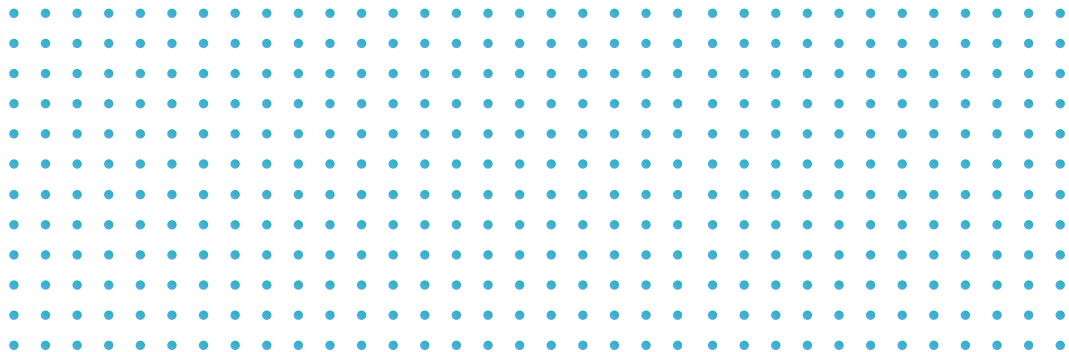


#### Question 9

On a scale of 1-10, how confident are you in your ability to access your sales data to make informed decisions?

#### Conclusion

It's time to search for a purpose-built Sales Performance Management solution. Gain faster insights with advanced analytics. And with better incentive compensation plan management and smarter sales territories and quotas administration, you'll improve sales performance and operations.



Thank you for completing the Sales Performance Management Assessment for your organization. To speak to an IBM Sales Representative, click here: [ibm.com/account/reg/us-en/signup?formid=urx-35868](https://ibm.com/account/reg/us-en/signup?formid=urx-35868) or visit us at [ibm.com/ibmspm](https://ibm.com/ibmspm).

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