



Key Feature:

- **No learning curve:** Easily discover detailed commissions information on the Salesforce pages sales reps view every day
- **Simplified reporting:** Use simple drag-and-drop actions within Salesforce to create reports that leverage Commissions data
- **More accurate forecasting:** Run real-time reports that help sales operations forecast compensation spend based on pipeline
- **Anywhere, anytime access:** View commissions data and reports from your mobile device

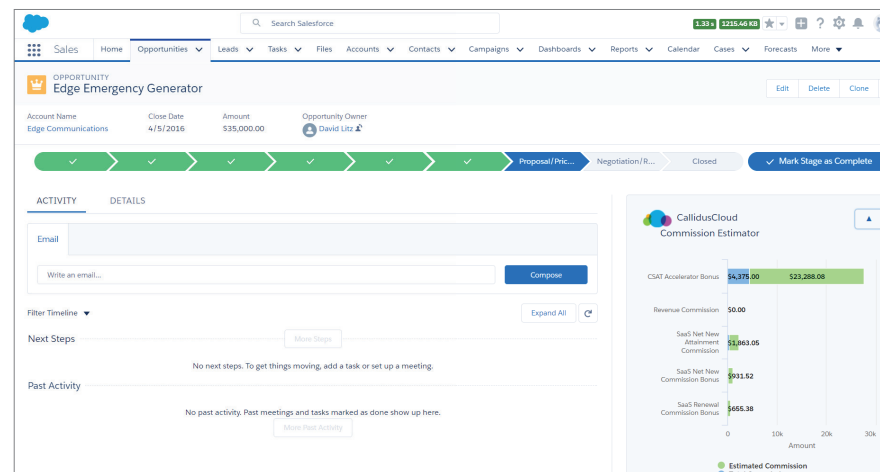
CallidusCloud Lightning Commissions

Drive higher sales performance faster

Combine the simplicity of the Salesforce platform with the power of the leading end-to-end incentive compensation solution. Make incentives transparent by managing and viewing your entire compensation process—from sales order to payout—within familiar Salesforce pages. Designed for the Salesforce user, Lightning Commissions helps you motivate and align sales to corporate goals and gain deep insight to enhance sales effectiveness.

Onboard your sales reps with ease

Your sales reps already have multiple tools to learn and navigate to be productive. Don't give them yet another user interface to get familiar with. We minimize the time your reps spend away from selling by serving up the information they need, where they need it. Sales reps can consume relevant payout information across familiar Salesforce pages, anytime, anywhere, from any device—ensuring no learning curve.



- Sales reps estimate their commission in real time

Increase sales productivity and satisfaction

In addition to being able to access all Commissions information within a tab in Salesforce, sales reps also get relevant information from within Salesforce pages. From their Salesforce dashboard and opportunity pages, your sales teams can:

- Review compensation plans
- View detailed, real-time commission estimates for every opportunity
- Forecast how changes to their deal mix or discounts affect their commission
- See when and how much they will be paid

Lightning Commissions uses incentive compensation plan data to calculate estimated commissions for every sales opportunity. As the opportunity changes, sales reps instantly understand the potential impact on their commission. Increasing visibility into the compensation and payout process enables sales reps to adjust behaviors at every stage of the sales cycle to maximize their income and your organization's revenue.

Create better reports

Sales operations leaders no longer have to rely on compensation administrators, IT, and/or services to create and run reports. With Lightning Commissions, compensation data is embedded in Salesforce, enabling sales operations to easily create reports. There is no manual data import or export required, which means you're always reporting on the latest and most accurate information, whether you're on a mobile device or at your desk

Generate insights that enhance sales effectiveness

CRM data is valuable, but it's even more valuable when paired with incentive compensation data. Reports that leverage these consolidated data sets help sales operations determine the best practices of top-performing sales reps, whether incentives are working or not, and other trends previously hidden in different data silos. Now, you can accurately adjust commissions forecasts, allocate budgets, create promotions to spur new business, and even change sales processes to maximize success. Because you can generate and share these powerful reports quickly, you will align better with your finance and HR teams.

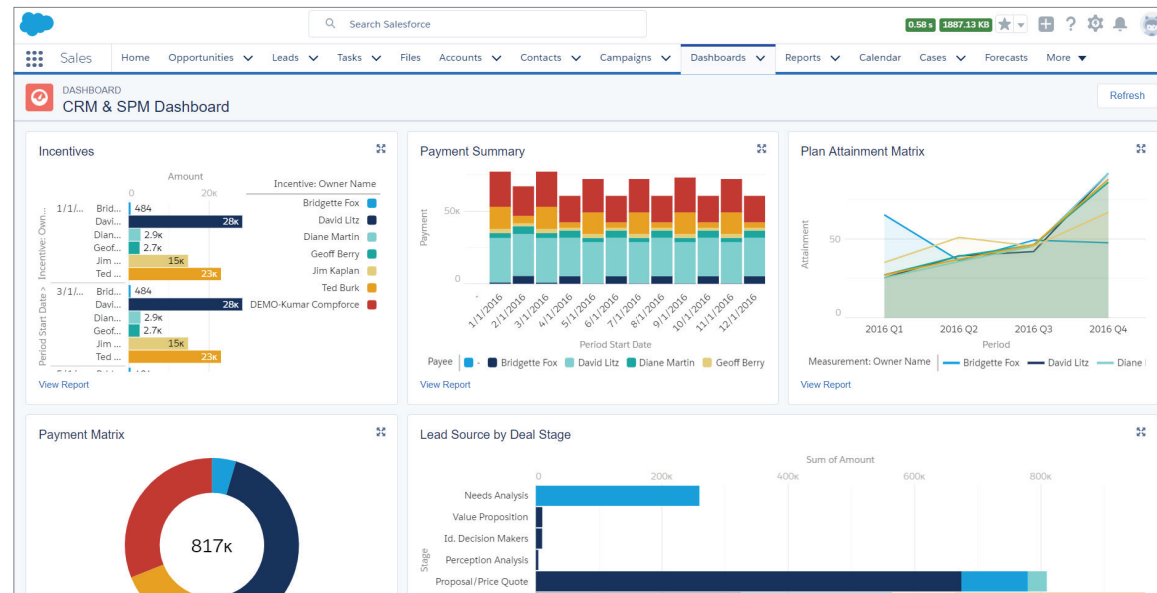
Get value faster

Derive value quickly from a leader in the Gartner Magic Quadrant for Sales Performance Management four times in a row. Existing CallidusCloud Commissions customers are up and running in days in the Salesforce Classic or Lightning experience, ensuring a smooth transition for your organization in the future.

Find us on the Salesforce AppExchange and learn how you can drive higher sales performance, faster, with CallidusCloud Lightning Commissions.

About CallidusCloud

Callidus Software Inc. (NASDAQ: CALD), doing business as CallidusCloud®, is the global leader in cloud based sales, marketing, learning and customer experience solutions. CallidusCloud enables organizations to accelerate and maximize their lead to money process with a complete suite of solutions that identify the right leads, ensure proper territory and quota distribution, enable sales forces, automate configure price quote, contract redlining, and streamline sales compensation -- driving bigger deals, faster. Over 5,700 leading organizations, across all industries, rely on CallidusCloud to optimize the lead to money process to close more deals and make more money, faster.



 Rich dashboards help drive sales performance

4140 Dublin Blvd, Suite 400 Dublin, CA 94568 / www.calliduscloud.com / 1 866 812 5244

This document is provided for information purposes only, and the contents hereof are subject to change without notice. © 2017 Callidus Software Inc. All rights reserved.