

# Sales Growth Solutions

Advanced Solutions to Acquire, Retain, and Grow Customers

The Alexander Group, Inc.<sup>®</sup>  
SALES GROWTH SOLUTIONS

## SalesComp Manager™

The most effective way to manage and track sales compensation programs

While sales compensation programs differ by company, all sales compensation programs have one thing in common: effective administration requires time and money. We can help reduce your administrative costs and improve the information you provide to your sales force and sales management. The Alexander Group has your solution: SalesComp Manager™.

With SalesComp Manager™, people in different roles in your organization get the information they need.

- ▶ Sales people get easy access to their earnings reports and sales results
- ▶ Managers can compare and monitor individual performance
- ▶ Executives can track program costs and monitor organizational performance
- ▶ Compensation Administrators can track and record program changes and produce accurate and timely payments

### Best-in-Class Design

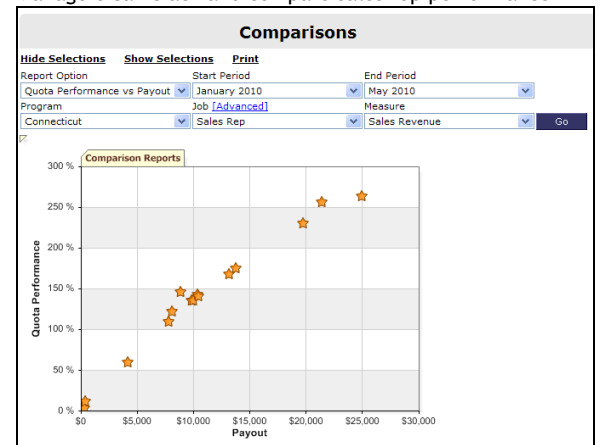
The Alexander Group has more than 20 years of experience creating compensation plans to get sales results. The SalesComp Manager™ uses best-in-class sales compensation practices to provide a comprehensive automated solution. It supports the most common and effective sales compensation mechanics and techniques.

### Advantages of using SalesComp Manager™:

- ▶ Implement plans that support company goals
- ▶ Decrease sales force distraction and turnover
- ▶ Reduce processing time
- ▶ Quicker response time to sales force inquiries
- ▶ Support ongoing plan changes
- ▶ Increase sales force productivity
- ▶ Configure it yourself, or use our professional staff

For more information visit: [www.salescompadmin.com](http://www.salescompadmin.com)

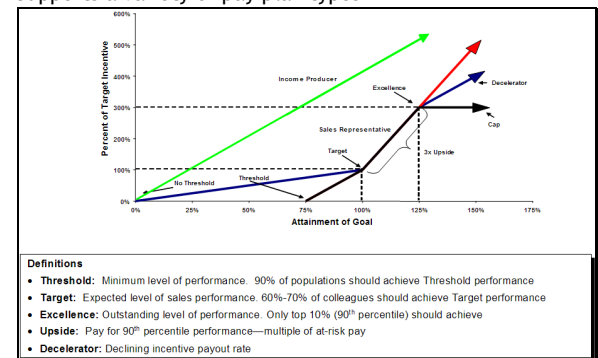
Managers can track and compare sales rep performance



Reps can track their production

Account	Account Number	Seller	Product	Crediting Date	Order Date	Revenue
City Glass Company	1409441	Arbutina, Cynthia	MRC 3 Yr - Voice	1/31/2010	1/31/2010	\$546.00
Omaha Indoor Flea Market	27233501	Arbutina, Cynthia	MRC MTM - Data Upsell	1/31/2010	1/31/2010	\$49.40
Omaha Indoor Flea Market	27233501	Arbutina, Cynthia	MRC Installation - Data	1/31/2010	1/31/2010	\$145.00
Fuchs Machinery	27945501	Arbutina, Cynthia	MRC 5 Yr - Voice Bundle	1/31/2010	1/31/2010	\$834.55
RAYTHEON CO.	28038101	Arbutina, Cynthia	MRC 2 Yr - Voice	1/31/2010	1/31/2010	\$575.00
Wait Outdoor	31615701	Arbutina, Cynthia	Renewal 3 Year - Voice	1/31/2010	1/31/2010	\$137.16
OMAHA LOGGING	27016601	Arbutina, Cynthia	Usage 3 Yr	1/31/2010	1/31/2010	\$33.64
OMAHA LOGGING	027616601	Arbutina, Cynthia	Usage MTM	1/31/2010	1/31/2010	\$0.72
						<b>\$2,320</b>

Supports a variety of pay plan types



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## Business Benefits and System Features

### *Return on Investment (ROI)*

- ▶ Reduce the learning time of the comp staff, managers, and program participants
- ▶ Get up and running in a matter of weeks
- ▶ Reduce internal overhead costs to support the system

### *Consistency*

- ▶ Enforce a common approach to administering your compensation programs
- ▶ Centralize your data to provide easier reporting and query capability
- ▶ Use robust data, report, and user security mechanisms provide discretion and flexibility

### *Effectiveness*

- ▶ Improve the accuracy of your payments and reports
- ▶ Enable your sales force to self-serve information through the web-based reports
- ▶ Track changes to the program with robust auditing reports

### *System Features*

Our feature set matches those of packaged application vendors at half the price and none of the implementation headache. Our modules include:

**Personnel Maintenance** - employee data including individual quotas

**Program Maintenance** - configure and maintain jobs, measures, payout tables, etc.

**Calculation Engine** - calculate payout and store payout information

**Reporting and Data Access** - web-based reports provide payout and analytical reports

**Security** - define user roles and access rules

## Integration with Existing Data Systems

Create data feeds from existing systems to the SalesComp Manager™, or use the simple import data wizard to get up and running fast.

## Configured-to-Order

SalesComp Manager™ is configured meet specific client business process and crediting rules.

**Hosted Software** - you only need a browser!

For more information visit:  
[www.salescompadmin.com](http://www.salescompadmin.com)

### *Get Started Today!*

To get up and running with SalesComp Manager™ contact:

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Scottsdale, AZ 85250

## About The Alexander Group, Inc.<sup>®</sup>

The Alexander Group delivers sales growth solutions. Our focus is on helping clients achieve their revenue and profit goals by designing and implementing world-class sales coverage strategies and programs.

[www.alexandergroupinc.com](http://www.alexandergroupinc.com)