



Client – A large multinational corporation.

The client is a 4b Euro German company into manufacturing of enclosures, power distribution, climate control and IT Infrastructure. The Indian entity is about 90M Euros and using SAP.

### business problem

With 100+ sales people on the ground and multiple product lines, and a complex sales incentives structure, the client spent several man days every month in calculating & administering sales incentives. The problem was compounded by ever changing sales priorities & movement of sales force between product lines and regions. This led to delays and inaccuracies in sales incentives administration

The client runs SAP ECC but all incentives calculations were outside SAP in XL sheets.

### Solution

INFINITI deployed it's Analytics tool – DSS to write the incentives calculations rules and integrated it with the SAP system to draw sales data.

The entire sales incentives administration was automated by seamlessly integrating analytics with SAP. Besides, the analytics engine was integrated into the client's intranet portal that gave real time insights of performance and incentives eligibility to all sales people

### business benefits

- ✓ Saved nearly 150 man days a year in incentives calculation & administration
- ✓ Improved visibility into sales performance
- ✓ Improved accuracy of sales incentives administration
- ✓ Real-time visibility to sales people on their performance and incentives earnings
- ✓ Easy management of sales transfer between regions/branches