

# SALES PERFORMANCE REBATE SOLUTIONS

## KEEP YOUR CHANNEL PARTNERS MOTIVATED

Reward partners for achieving specific sales targets across a specified time period. With CCI's Sales Performance Rebate application, users can create new programs and optimize existing programs to attain revenue goals. The application adapts to your business rules and channel composition allowing you to set multiple reward structures with individual sales targets by partner and additional rewards for incremental attainment.

Reward tiers may be stacked to allow any partner to work toward multiple goals simultaneously. For further flexibility, Partners can benefit from combinations of tiered awards or the assignment of different rewards per product line or product type. Like all of CCI solutions, multiple currencies and languages are supported for your global programs.

- Rewards may be assigned using a combination of transaction variables to optimize sales behavior, including individual products or product families, channel segment, and sales period. Sales goals may be expressed in either units or value.
- Distribute rewards via multiple fulfillment models, such as cash rebates, loyalty points, MDF funds and other "soft" incentives, to make best use of your marketing spend.
- Partner-focused reports provide valuable activity and accomplishment data to measure their goal and reward statuses at any time.
- Management reports reveal current and prior reward earnings and offer forecasting tools that can be used to modify program parameters on-demand.

CCI's Sales Performance Rebate solutions are part of a comprehensive channel management suite, designed to optimize your strategy throughout the demand chain. Whether supporting one or multiple programs, CCI solutions are configured to address the unique communication and financial controls required for each, while maximizing ROI and efficiencies.

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FULL SERVICE SOLUTIONS FROM CCI PROVIDE EVERYTHING YOU NEED TO MANAGE, MEASURE AND OPTIMIZE YOUR CHANNEL PROGRAMS

### ON DEMAND SOFTWARE

CCI applications are SOX, GAAP and FASB compliant and provide multi-tier data security, real-time reporting, branded interface, and multi-lingual/multi-currency capabilities. Applications exchange data real time to provide you with complete information on marketing spend, claims, payments and partners.

### PROFESSIONAL SERVICES

CCI Professional Services partners with you throughout the life of your programs, collaborating with you on design, configuration, launch, and ongoing analysis.

### PROGRAM MANAGEMENT

CCI provides program management services to support you and your partners, including prior approval management, compliance auditing, payment and fulfillment services and call center support.

