# An American Manufacturing major enhances its Sales Incentive Planning Process with SAC

**TekLink**

Case Study

## Business Challenges and Objectives

- Provide their sales team with an easy-to-use tool for Sale Incentive Planning.
- Reduce manual labor and eliminate room for error by using an automated tool rather than Excel.
- Provide the ability to add exceptions by users with detailed comments for the main components of the plan.
- Increase auditing capabilities for changes in an employee's sales plan.
- Provide the ability to display results with and without exceptions.
- Provide updated results every time actual sales information is updated.
- Provide dashboards and reports for sales personnel and regional directors.

## Client

- The client is a global leader in access solutions and products. They design and engineer garage door openers, the commercial door operations, and gate entry systems. They are also the largest wholesale distributor of perimeter access control equipment across the United States.

## Industry

- Manufacturing

## Function

- Sales & CRM

## Technology

- SAP Analytics Cloud

## The Solution

- Leveraged SAC's calculated measures to dynamically calculated an employee's SIP payout in real time.
- Leveraged SAC's planning capabilities to allow changes to sales targets and various metrics to calculate an employer's SIP Layout.
- Leverage SAC's Data Source dimension and hierarchy capabilities to capture and report on exceptions by users.
- Leverage SAC's commenting functionality to report changes to an employee's SIP.
- Leverage SAC's calendar and scheduling capabilities to automatically load and run admin tasks.

## Outcomes and Benefits

- Provided an intuitive and user-friendly interface for Sales Incentive Planning.
- Elimination of user error through automated calculations.
- Improved client flexibility through the ability to change sales targets and calculation parameters within SAC.
- Increased client's auditing capabilities through the ability to enter and report on comments.
- Created a dynamic report that shows only the relevant information for each employee, decreasing future maintenance time if changes are needed.