



# Scalability & Performance

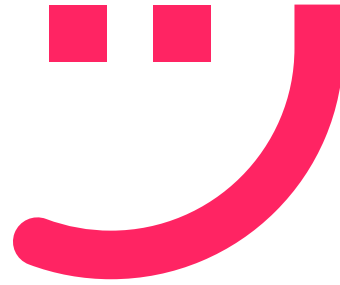
## NICE SPM

Rapidly process ever-increasing volumes of sales transactions from data integration through calculations and reporting



**140 Million Transactions  
< 4 Hours**

“I love the flexibility NICE ICM provides us, considering we are servicing guides across 5 continents, 10+ countries, 50+ cost centers and many currencies.”



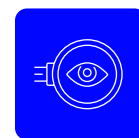
### ACCELERATE INCENTIVE COMPENSATION PROCESSES

Process millions of sales transactions within minutes to determine quota attainment, calculate incentive payments, perform retroactive adjustments, deliver real-time reporting and support complex compensation plans, multiple currencies, and languages.



### STREAMLINE SALES CREDITING

Ensure that the correct reps are paid for every deal even with constantly changing territories. Territory rules propagate directly into the NICE Crediting Engine, which handles data-intensive crediting assignments including roll-ups, overlays, geography, account ownership, and product rules.



### PROVIDE VISIBILITY AND TRANSPARENCY

Offer payees, managers, compensation analysts and administrators access to information within seconds. Let payees instantly view their pay, track progress on quota attainment and run ‘what-if’ scenarios to assess potential earnings. Allow sales executives to efficiently analyze individual and team performance via customizable dashboards. Empower compensation analysts to quickly model and visualize scenarios to shape optimal compensation strategies based on the latest information.


## About NICE SPM

NICE Sales Performance Management (SPM) helps large organizations manage sales compensation to improve sales performance.

NICE SPM handles complex incentive compensation management (ICM) needs, automates sales operation processes, manages territories and quotas, and delivers sales performance analytics.

For more information, see: <http://www.nice.com/spm>

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