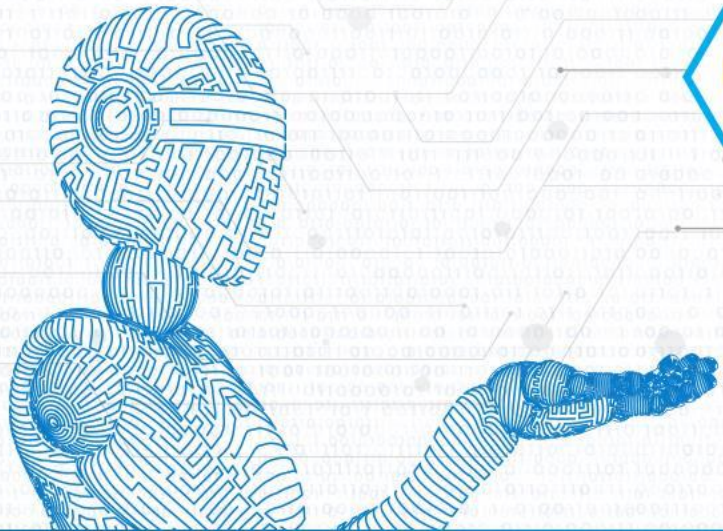




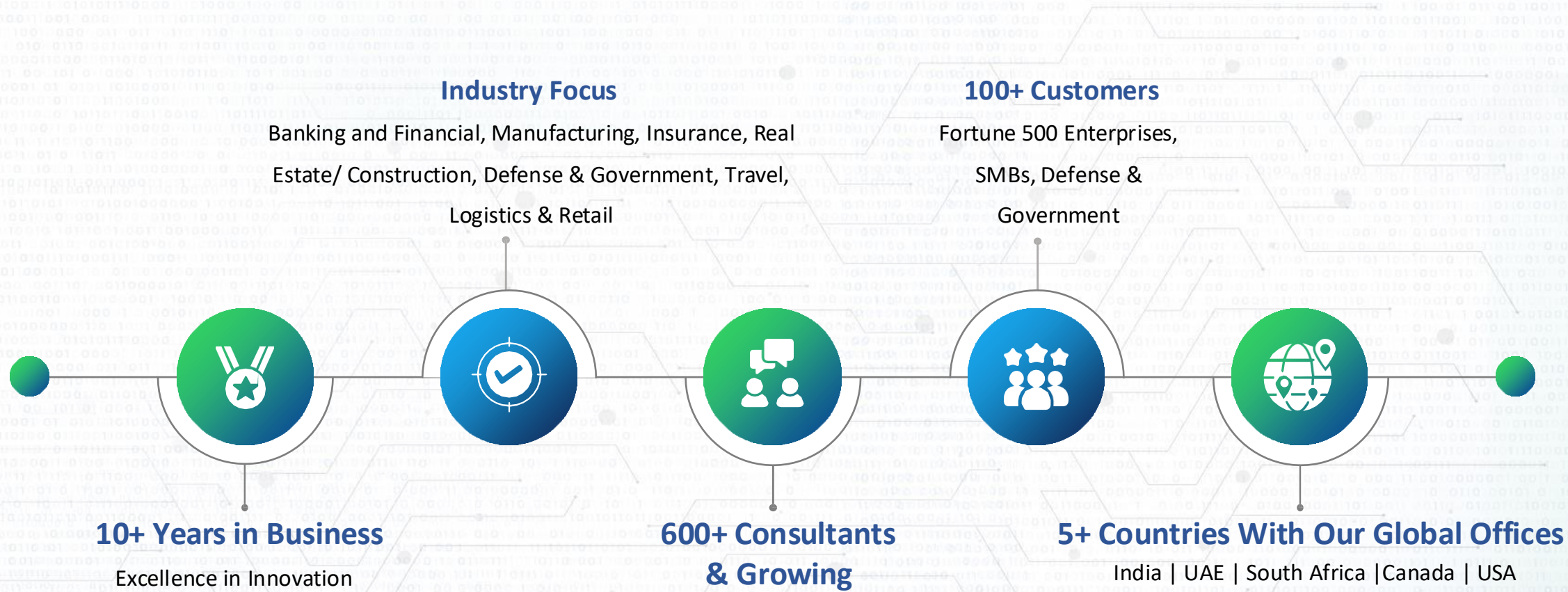
INCENTIVATE

SALES COMMISSIONS & INCENTIVES THROUGH INCENTIVATE



About mPHATEK Systems

We are Making IT Reliable, Scalable & Powerful



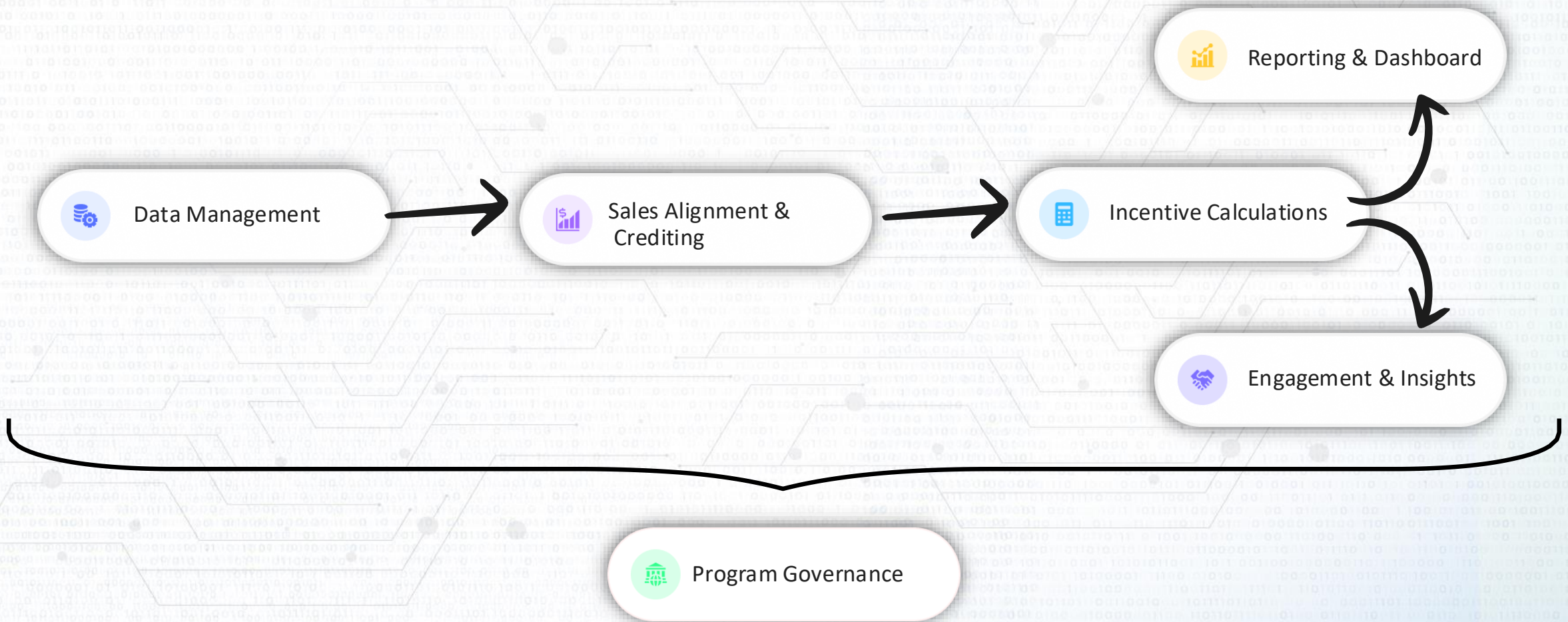
Partnerships & Accolades



How is incentive automation structured?

Incentive Program Automation

Structuring all concerns of incentive automation under the following heads helps understand and organize your incentive programs better



INCENTIVATE Product Features

- ❑ Full featured zero-compromise sales commission and incentive automation solution with embedded process intelligence and business workflow for all roles and channels
- ❑ Omnichannel performance360 for on-the-fly performance tracking and personalized insights delivered through mediums like Slack, Whatsapp, Mobile App, etc.
- ❑ Embedded AI powered language model to support data-driven, human-centered, empathetic personalized coaching
- ❑ Built-in plan modelling capability with visual dashboards to understand impact of plan changes
- ❑ Stunning visual reports and dashboards with what-if calculators to align and engage your workforce
- ❑ Personalized communication using activity and performance data. Organized feedback using a variety of coaching frameworks such as SWOT, GAP Analysis, Competency-based, etc.



Error free
Commissions



Actionable Insights &
Visual Reports



Personalized
Sales Coach



Superfast Change
Management



Multi-level
Workflows

Incentivate Automation: Capabilities



Easy plan configuration **changes** through intuitive interface

VSR Plan

Sales Team
Sales Reps

Role
VSR

Monthly Target Incentive
30000

Payment Frequency
Monthly

Curve
ACHIEVEMENT_CURVE

Secondary Sales
40

Focus Products - Unique Billed Outlets

Actions

SE Plan

Sales Team
Sales Supervisors

Role
SE

Monthly Target Incentive
40000

Payment Frequency
Monthly

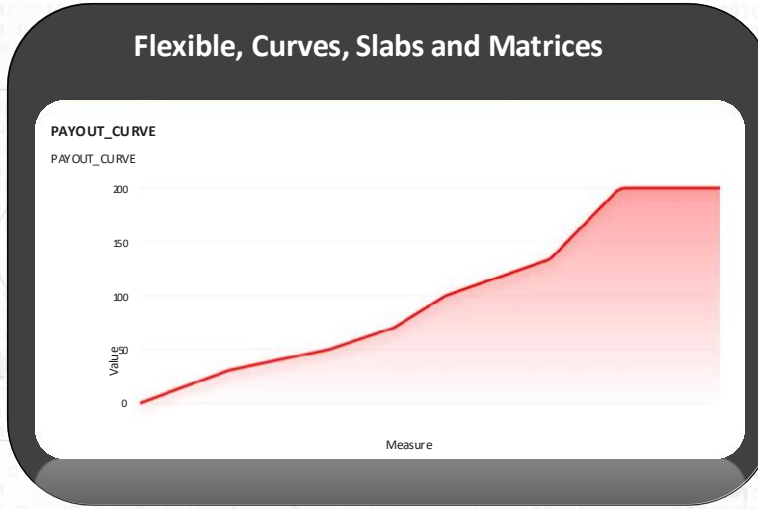
Curve
ACHIEVEMENT_CURVE

Secondary Sales
40

Focus Products - Unique Billed Outlets

Actions

Flexible, Curves, Slabs and Matrices



Admin **dashboards** for simplified administration

Plan Effectiveness	Result	Engagement Metrics	Result	Other Metrics	Result
%Budget Payout	51.00%	Engagement Rate	82.00%	10th Percentile (to Median)	13.43%
Average % of Target Payout	51.00%	Meaningful Engagement Rate	24.00%	90th Percentile (to Median)	18.30%
Median % of Target Payout	53.00%	Engaged at or Above Target	10.00%	Max (to Median)	33.00%

Top 3 Products

Product	Value
ULIP	₹1,41,880
PAR	₹1,34,623
ULIP	₹15,174
PAR	₹15,747

Advanced Sales Crediting **interface** with validations



Target refinement and approval workflow

SR0053 PENDING

a4382749-9a99-452c-a827-a36a7c75d991

PD0001 PD0002 PD0003 APPROVE ^

89730

Total Initial Target

96614

Total Final Target

6884

Excess

Rep Name	Rep ID	Previous Quarter Sales	Initial Target	Final Target
Kristin	SR0611	₹37,691	₹38,116	45000

Program governance through **standard** business business workflows

List View Table

Assigned Cases My Cases System Cases Delegated Cases All Cases

Over due Processed

+ Add New Case

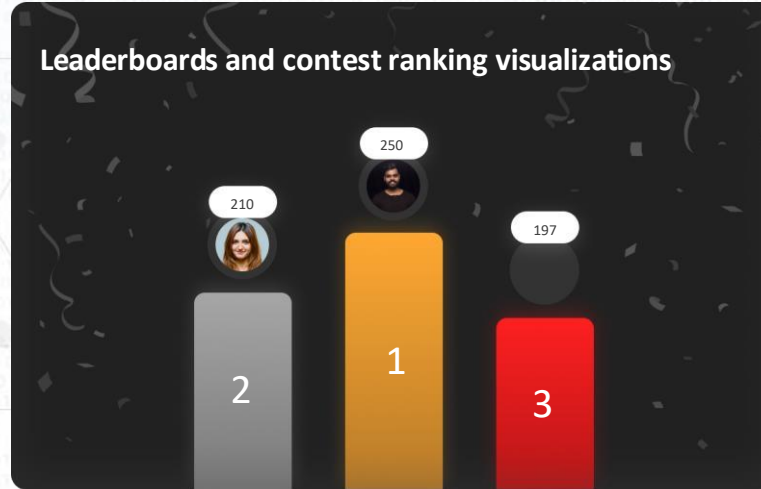
Irish Nandan	AI001 - Toyota Corp, AI001 - Toyota Corp, AI001 - Toyota Corp	2 days ago	Final
Tyler Baine	AI001 - Toyota Corp, AI001 - Toyota Corp, AI001 - Toyota Corp	2 days ago	Initial
Benny Spener	AI001 - Toyota Corp, AI001 - Toyota Corp, AI001 - Toyota Corp	2 days ago	Final
Andre Haulik	AI001 - Toyota Corp, AI001 - Toyota Corp, AI001 - Toyota Corp	2 days ago	Submitted

Reporting and Insights: Capabilities

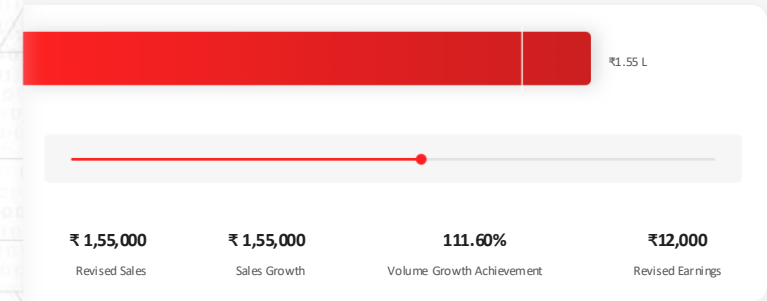
Workflow **compliance** metrics

	Employee No.	Employee Name	Head & Shoulders	Herbal Essence
Approve	18287	Shyam Kumar	6792.36	1475
Approve	19432	Atharv Kamthe	6638.64	1745
Approve	61731	Raj Ojha	7091	395

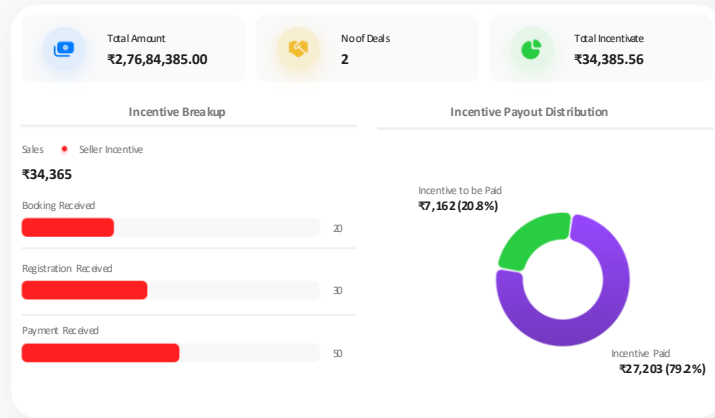
Leaderboards and contest ranking visualizations



Predictive **What-if** calculators for increased engagement



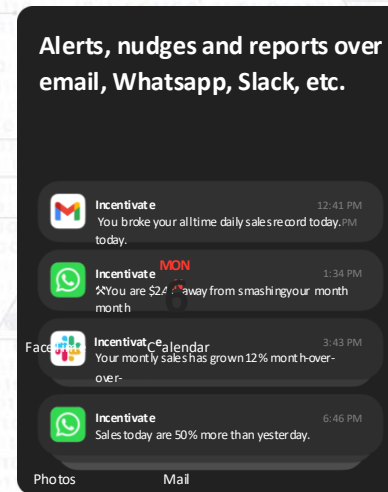
Visual interactive **Performance** Scorecards



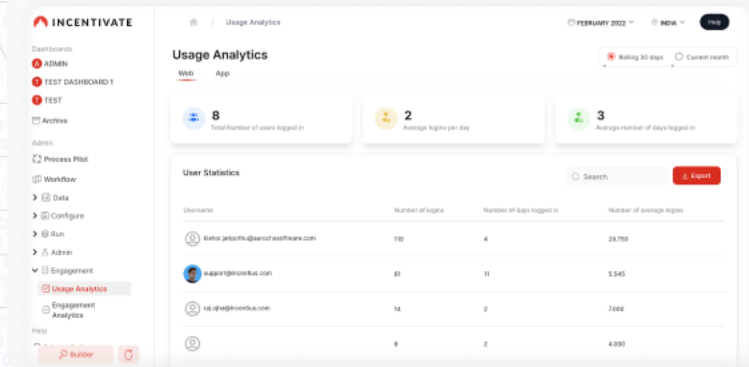
Mobile app for quick access



Alerts, nudges and reports over email, Whatsapp, Slack, etc.



User engagement **and** activity tracking

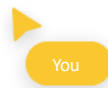


AI-guided coaching: Capabilities

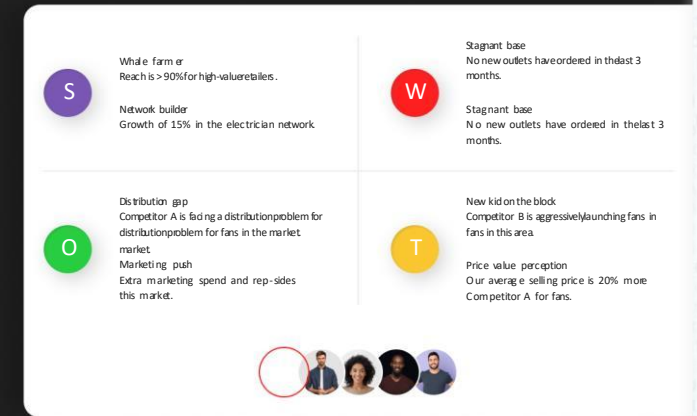
IntelliCoach - A coach - the - coach feature for frontline managers using generative AI.

Hi Raj Kumar, first off, I want to acknowledge your consistent efforts in maintaining sales volumes, particularly with Plavtor. Despite a declining national trend, you've shown a steady increase in sales over the past three months, from 102 to 105 units, which is commendable. This proves your resilience and your ability to retain customers even when the market conditions are challenging. However, I also noticed that your Janmycin sales have been decreasing month on month, going from 250 to 192 units, while the national growth rate has been increasing. This is a crucial area that we need to address to ensure you stay competitive.

Additionally, I see that your reach for outlets has been hovering around the 74% to 76% mark, while the national average national average is at 86%, and the top 10% of sales reps have an average reach of 92%. This is another area we need to work on improving. Expanding your reach can significantly enhance your sales volumes. I'm sure with your skills and dedication, we can work on a strategy to improve these numbers. Remember, Akash, while numbers are important, our goal is to provide exceptional service and build solid relationships with our customers. It's not just about improving these figures, but also about becoming a more efficient and successful sales rep. I'm confident you can turn things around, and I'm here to help you do just that.



Analyze rep performance based on frameworks like SWOT, etc.



Coaching inputs generated based on company priorities, priorities and guidance

Key Insights

- You've made 43% more sales this month compared to previous month.
- Baleno is the most sold model.
- Your rating stands at 4.5 in Customer Satisfaction.
- You've earned 44% more this month compared to previous month earnings.

Security & Compliance Focus

Robust security and comprehensive compliance processes to meet international guidelines and requirements



256-bit SSL, data encryption at rest and in transit

Comprehensive security across cloud, network, host, application, and data domains



Secure private cloud deployment on AWS, Azure or Google cloud



**SOC 2
TYPE II
CERTIFIED**



OWASP
Open Web Application
Security Project

Key Performance Indicators

Why Us?

Improved Payout Accuracy

98%

Improved Salesforce Engagement

2X

Improved business metrics

Better Revenue Trajectory

~10%

Improved Customer Loyalty

~10%

Efficiency is the key

Faster Change Rollout

>90%

Faster Processing & Operations

>80%

Increased Sales Bandwidth

>15%

Superfast Fail-Free Implementations

>70%

Team Composition

Implementation team composition :

Project Manager, Lead, Implementation specialist, Business Analyst

Support team composition :

Coordinator, L1 Engineer, L2 Engineer, L3 Engineer

Client Reference



Sr. No	Client	Contact	Email ID
1	Al Jomaih Bottling Plants Pepsi Saudi Arabia	KF Shariff	KFshariff@ALJOMAIHBEV.com
2	Motilal Oswal Financial Services	Dinesh Fulwani	dinesh.fulwani@motilaloswal.com

Our Esteemed Clients

mPHATEK



Ready to Transform Your Business

Connect with us to innovate together

contact@mphatek.com

THANK YOU

