

A stylized blue line-art illustration of a robot head and arm. The robot's head is composed of a circular base with a central circular element, and a complex, maze-like pattern of lines forming the upper face. The neck is a simple sphere. The arm is also composed of a series of concentric, maze-like patterns. The background is white with faint, light blue lines and binary code (0s and 1s) scattered throughout, suggesting a digital or technological theme.



About mPHATEK Systems

We are Making IT Reliable, Scalable & Powerful



Industry Focus

Banking and Financial, Manufacturing, Insurance, Real Estate/ Construction, Defense & Government, Travel, Logistics & Retail

100+ Customers

Fortune 500 Enterprises, SMBs, Defense & Government

10+ Years in Business

Excellence in Innovation

600+ Consultants & Growing

5+ Countries With Our Global Offices

India | UAE | South Africa | Canada | USA

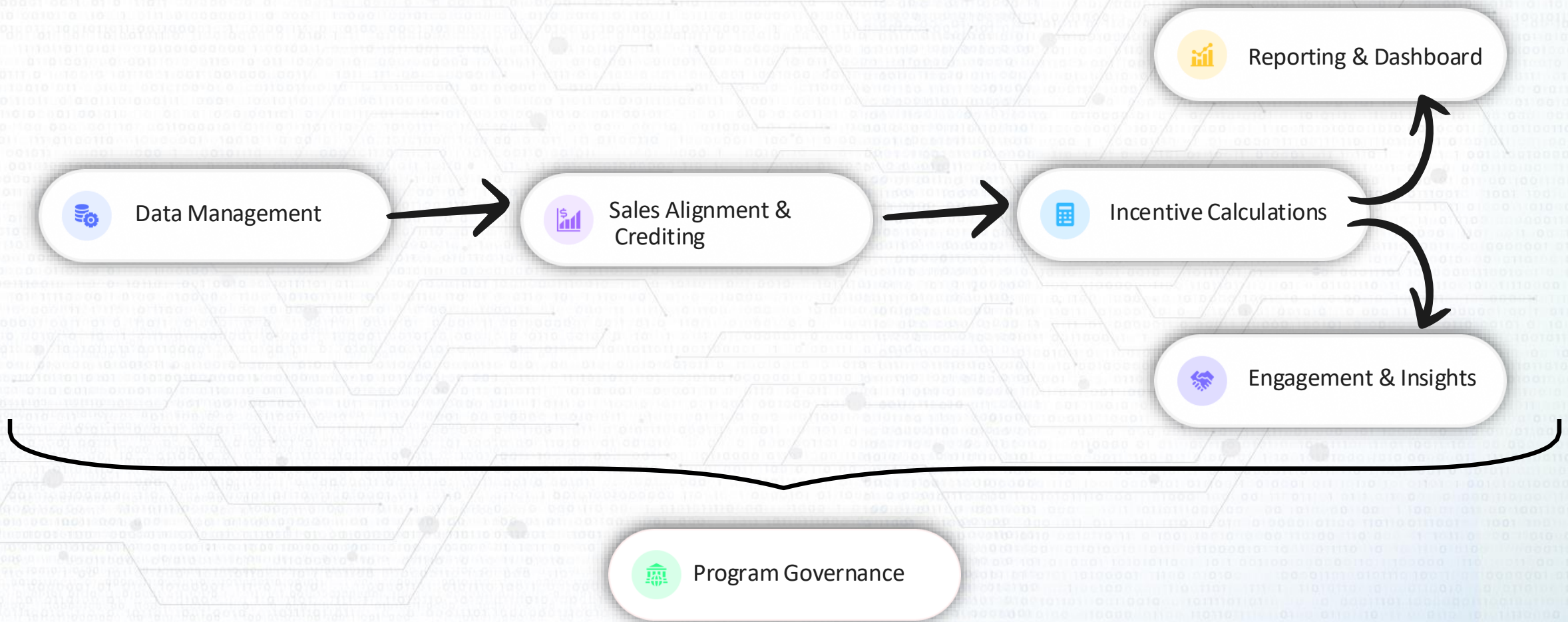
Partnerships & Accolades



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

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

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 (0 to Median)	13.40%
Average % of Target Payout	51.00%	Meaningful Engagement Rate	24.00%	90th Percentile (0 to Median)	18.80%
Median % of Target Payout	53.00%	Engaged at or Above Target	10.00%	Max (to Median)	33.00%

Top 3 Products

Product	Premium	NOP
ULP	₹1,46,660	₹13,274
PAR	₹1,46,660	₹13,274

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 workflows

List View Table

Assigned Cases My Case System Case Delegated Cases All Cases

Overdue

Add New Case

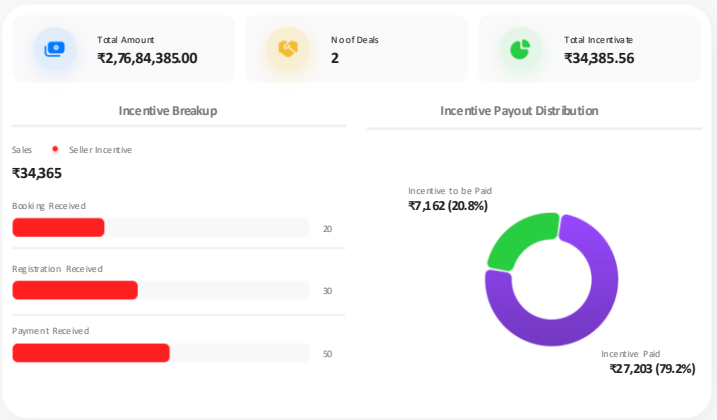
Jarvis S. Nader	A1001 - Target a Corp, A1001 - Target a Corp, A1001 - Target a Corp	Forward	2 days ago
Tyler R. Nader	A1001 - Target a Corp, A1001 - Target a Corp, A1001 - Target a Corp	Initial	2 days ago
Barry Spier	A1001 - Target a Corp, A1001 - Target a Corp, A1001 - Target a Corp	Forward	2 days ago
Andre H. Nader	A1001 - Target a Corp, A1001 - Target a Corp, A1001 - Target a Corp	Submitted	2 days ago

Reporting and Insights: Capabilities

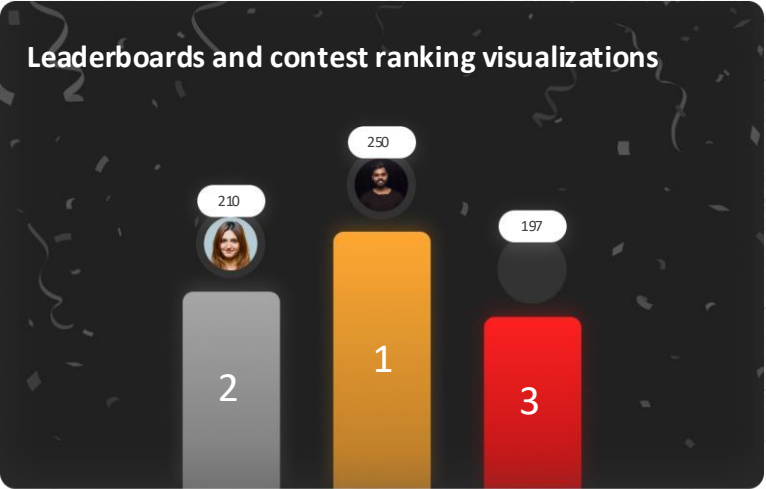
Workflow compliance metrics

	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

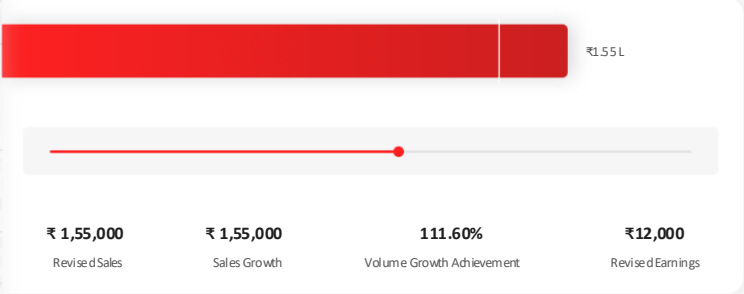
Visual interactive Performance Scorecards



Leaderboards and contest ranking visualizations



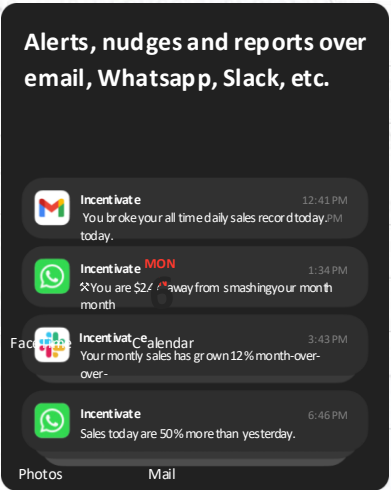
Predictive What-if calculators for increased engagement



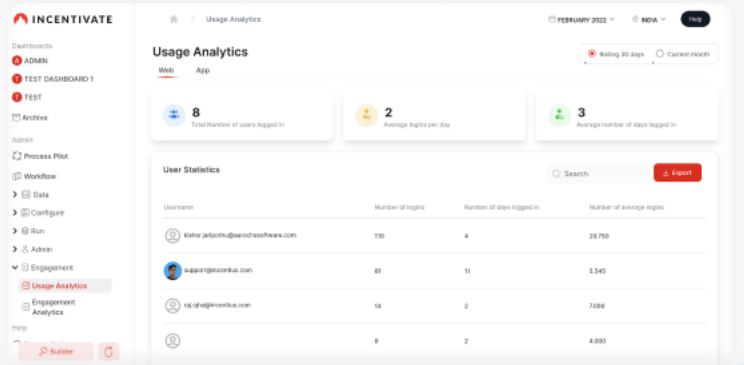
Mobile app for quick access



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



User engagement and activity tracking



AI-guided coaching: Capabilities



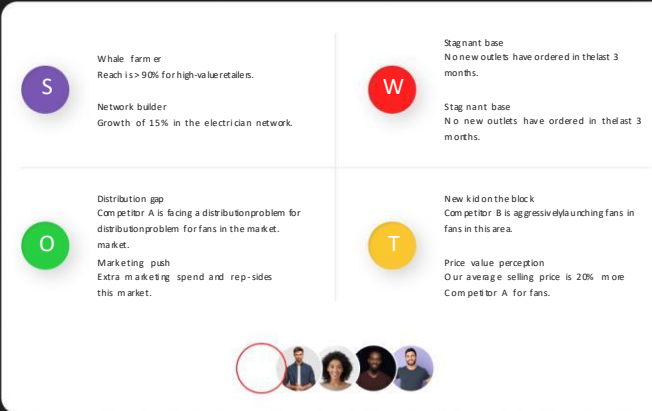
IntelliCoach - A coach - the - coach feature for frontline managers using generative AI.

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 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



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



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



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
Implementations

>70%

Team Composition



Implementation team composition :

Project Manager, Lead, Implementation specialist, Business Analyst

Support team composition :

Coordinator, L1 Engineer, L2 Engineer, L3 Engineer

Our Esteemed Clients

mPHATEK



GENASYS



BAJAJ HOUSING FINANCE LIMITED



بيتونه الدفاعية
BAYNUNA DEFENSE



Utkarsh Small Finance Bank



BRIGHTROCK

RELIANCE
General Insurance



ANOVA
HEALTH INSTITUTE



Hollard.



Ready to Transform Your Business

Connect with us to innovate together

contact@mphatek.com

THANK YOU

