



Sales Performance Management

Improving operational and sales efficiency to increase revenue and reduce costs

In today's competitive business landscape, organizations are constantly seeking innovative strategies to drive revenue growth and maximize profitability. Sales Performance Management (SPM) empowers organizations to optimize sales operations and drive increased revenue by enhancing sales productivity, providing accurate compensation management, enhancing strategic planning with data insights, improving alignment between sales and corporate goals, optimizing territory management, and allowing for real-time adaptability to market changes. With extensive experience planning, implementing, managing, and optimizing SPM solutions, Argano has helped hundreds of companies across various industries reap the operational benefits of automated incentive compensation.

Services Overview

Sales Performance Management Services		
Advisory	Implementation	Managed Services
<ul style="list-style-type: none"> SPM Roadmap Development Vendor Evaluation Current and Future State Analysis Center of Excellence Health Check 	<ul style="list-style-type: none"> Sales Performance Management Projects <ul style="list-style-type: none"> Time and Materials Fixed Fee Solution Enablement Quality Assurance Project Management 	<ul style="list-style-type: none"> Product Support Compensation Plan Changes Solution Enablement System Enhancements Application Administration Performance Tuning

We know Salesforce Spiff

Argano's long-standing partnership with Salesforce and our extensive Sales Performance Management (SPM) expertise accelerate adoption of the powerful features Spiff adds to Sales Cloud. By leveraging the combined capabilities of Spiff and Salesforce Sales Cloud, organizations can effectively optimize operations and create high-performance sales teams to drive revenue growth and maximize performance. Focusing on industry specific best practices combined with extensive solution experience, we accelerate time-to-value for our clients' Salesforce initiatives.

Let's grow pipeline together! Contact us today at info@argano.com.

Business Outcomes

- Better alignment of sales teams to corporate strategy
- Reduced variable pay program overpayments
- Improved insight into sales team performance
- Reliable data and insights for informed decision making
- Rapid variable pay processing and pay period close
- Effective sales plans, territory assignments and sales targets

Why Argano

- 20+ years of Salesforce experience and a mature SPM practice
- ACV growth and sustainable consumption are a top priority
- GSA & SIP Fund Ready
- SPM dedicated project teams with the right resources
- SPM pre-sales resources ready to collaborate