


Choose your own growth adventure.


Everything is blowing up – your inbox, emails, DMs. Hold on, hyper growth is a wild ride. How can you manage it all? See what happens if you chose to take the right path.

53%
more voluntary turnover than previous years


64%
of employers expect the problem to worsen²




Hyper growth is coming at you fast. What's your biggest growing pain?



You're doing 7 jobs at once. It's constant chaos. Pressure is building, deadlines are looming.



You're drowning in formulas. Complex calculations make plan changes feel like a risk not worth taking.



Sellers aren't motivated by comp plans that haven't changed in years. Admins are questioning whether it's a dead-end job.

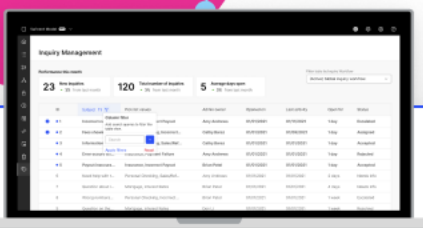
93.6%
of CSOs are investing in sales tech¹

90%
less inquiries with visualizations and dashboards³



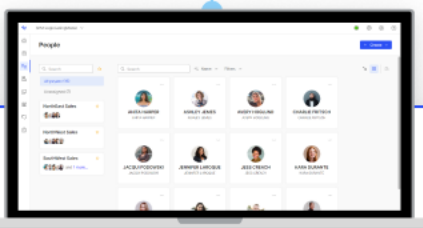
Varicent ICM Solution
provides unmatched simplicity on a single platform with all the horsepower to enable your business to succeed at every stage from fast-growing startup to global enterprise.

56%
of employees at a mid-market company are likely to resign over the next year⁴




Remove Friction

- No codes or formulas. Just fast and accurate changes.
- Easily connect data across your systems. Feel confident and calm the numbers are right and easy to fix.
- Varicent chat bot answers common questions, so that admins don't have to



Adapt Strategy

- Model the impact of changes to plans, bonuses or spiff add-ons with regularly refreshed data
- Make plan changes and adapt easily with forms and wizards, with the security of a full audit trail
- More time to focus on what matters: analyzing data, simplifying compensation, future-proofing success



Outdo Past Performance

- Set quotas based on behavioral psychology that you can test, reset and test again.
- Use pipeline data, what-if analysis, pre-built blueprints and Symon.AI to get smart insights out of your data
- Leverage pre-built reports to drive performance and keep your team focused

[Learn more at varicent.com](https://www.varicent.com)

1"Sales Tech Mayhem: 39 Observations From a Scorching Hot Tech Market", Rosenberg, Craig and Gottlieb, Dan, Gartner, July 28, 2021.
2"Great Attrition? or 'Great Attraction'? The choice is yours", De Smet, Aaron, Dowling, Bonnie, Mugayar-Baldocchi, Marino and Schaninger, Bill, McKinsey Quarterly, Sept. 8, 2021.
3"The Total Economic Impact™ Of Varicent Sales Performance Management," Forrester Research, Jan 2019.
4"The Great Resignation" is an even greater concern for mid-sized companies; Haimovitch, Zoe, Hi Bob, Aug. 31, 2021.