

All-in one Solution that Grows with You

No matter the size of your business, Varicent ICM for Growth Markets sets you up for success with an all-in-one solution that gets up and running quickly and easily and offers more advanced features as you grow. Explore the key features of Varicent ICM and learn how they will help your team remove friction, adapt strategy and outdo past performance.



Remove Friction

Get rid of the roadblocks that are stopping your team from focusing on the work they do best!

✓	<p>Conversational Set-up</p> <p>Get up and running in as little as a few hours to days, not weeks or months. With no complex codes or formulas, you free up more time for plan design and higher value, more rewarding work. And because Varicent ICM is intuitive to use, on-boarding is quick and easy.</p>
✓	<p>Ask Varicent Chat Bot</p> <p>Empower key stakeholders to ask and answer their own questions, significantly reducing the number of inquiries your comp team must field. It tames negative chatter, reduces distractions, and eliminates time-sucking shadow accounting.</p>
✓	<p>Automated and Transparent Reports</p> <p>Boost sales productivity by eliminating second-guessing and shadow accounting. Available in the app and via Slack, Varicent ICM gives your sellers access to accurate pay and performance reports. Empower the rest of the business to be more effective with one unified view of your sales compensation data and transform internal meetings from administrative checkups to valuable, strategic interactions.</p>
✓	<p>Built-in Collaboration Workflows</p> <p>Align your teams with Varicent ICM built-in collaboration workflows that make it easier to engage leaders and reps throughout the planning process. The result? Fair quotas that everyone is on board with, which leads to reduced turnover, higher retention and it makes it easier to attract quality talent.</p>
✓	<p>Financial and Accounting Capabilities</p> <p>Varicent ICM for Growth Markets offers advanced financial capabilities with fully defined journal entry reporting and built-in compliance through complete auditing, payment transparency and turnkey support for accounting needs like ASC 340-40, ASC 606. – IFRS 15.</p>

Adopt Strategy

Be proactive and agile with market changes. Know the risks of plan changes and use current and accurate data to back up your decision making. With Varicent ICM no advanced technical skills are needed.

✓	Scenario Modelling Model the impact of changes to your comp plans, bonuses, or spiff add-ons with regularly refreshed data. With the ability to simulate every part of your compensation plan, you can make decisions confidently, maximize returns, and highlight any risks.
✓	Seamless Workflows Pivot at the pace of the market and the needs of your business; plan changes are made without advanced technical skills and offer the comfort and security of an audit trail. Plus, you can implement and communicate changes to your teams with seamless workflows to ensure everyone is on the same page and export the changes back into your other systems to close the gap.
✓	Data Connectors Varicent ICM enables you to connect data across your technology stack to ensure data accuracy and consistency. Feel confident that the numbers are right. And even if you need to make a correction, it's an easy and straightforward fix.

Outdo Past Performance

Set motivational quotas backed by behavioral science, along with insights on how to build a supportive, productive, and engaged team.

✓	Symon.AI for Growth Built-in Apps See the true story of your sales culture through industry benchmarks, attrition drivers, and ideal seller profiles. Using this information, improve hiring practices to acquire and retain top performers, while avoiding unnecessary churn, disruptions, and lost opportunities.
✓	Symon.AI for Growth Blueprints Connect the dots from incentives to sales behaviors to business strategies. Symon.AI blueprints answer the question "Do we have enough leads to hit target?" Use this feature to identify the outliers you need to focus, better aligning sales performance and business growth over time.
✓	Symon.AI for Growth Advanced Analytics Develop advanced insights unique to your growing business, without needing an advanced degree. Respond to ad-hoc information request and better understand how your team's strengths and weaknesses impact business outcomes.

Master your sales yield by growing revenue with confidence. No matter your company size, we have solutions for you. With our unified ICM solution you can start small, scale up, or thrive with enterprise.

How can Varicent ICM for Growth Markets help your business grow?

[Schedule a Demo Today](#)

