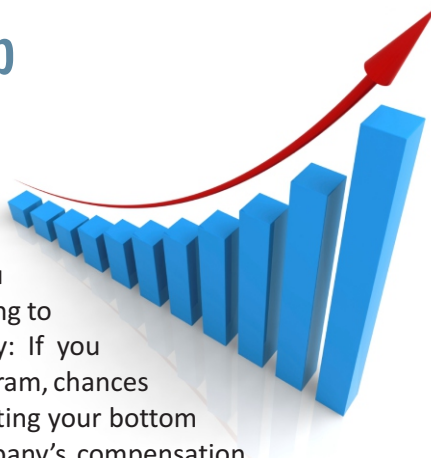




# Fire Up Your Sales Teams with Oracle's Fusion Incentive Compensation Solution, Delivered by eVerge Group



## Motivate and Align Your Sales Reps

Sales are the bedrock of your business, but are your salespeople on board? Are you consistently hitting your sales targets by adapting to a fast-moving marketplace? Here's the reality: If you don't have a great incentive compensation program, chances are your reps are underperforming and it's hurting your bottom line. As one CEO observed, "Show me a company's compensation plan and I'll show you how its people behave."

Rigid, inefficient incentive comp plans — many of them running on error-prone spreadsheets — can also drive up administrative costs. Most of these plans are slow to reformulate incentives to capture new opportunities. And many are ill-equipped to withstand the scrutiny of regulators.

## Oracle and eVerge: A Better Way to Do Incentive Compensation

That's why Oracle built a modern incentive compensation platform that sets a new standard for the industry. And thanks to Oracle's partnership with eVerge Group — an Oracle Platinum Partner with more than 20 years of incentive comp and Oracle technology experience — you can deploy an expertly designed Oracle Fusion CRM Incentive Compensation solution that generates value on day one. eVerge Group's consultants are all Oracle-certified with solid technical experience and deep industry knowledge.

## Inside the Oracle Fusion Incentive Compensation Solution

The Oracle solution, delivered by eVerge, leverages Oracle's future-proof Fusion technology architecture. Delivered through the Cloud or on-premise, the Oracle-eVerge solution gives your business the power to:

- **Drive sales alignment and performance** — with integrated sales planning that optimizes territories and identifies performance issues early with powerful dashboards and alerts
- **Keep sales motivated and focused** — with streamlined dispute resolution and direct line of sight into recent deals, credits and payment details
- **Rapidly roll out new plan initiatives** — with an easy, intuitive plan creation process tailored to your unique business needs
- **Effectively administer incentives for complex organizations** — with market-leading enterprise capabilities to handle sophisticated crediting schemes and multi-currency payments
- **Achieve financial control and compliance** — with advanced tools that ensure full audit compliance, transaction traceability, and financial visibility

*"Sales Compensation is often one of the largest cost items after salaries, as well as the leading means to influencing sales behavior."*

**Michael Dunne**, Analyst  
Gartner Group

*"Show me a company's compensation plans and I'll show you how its people behave."*

**Chuck Ames**, CEO Reliance  
Electric

*"I've worked closely with several CRM partners over the past few years and have come to recommend eVerge Group first. They bring a deep commitment to both Oracle and our customers and are a true extension of our Oracle teams. It's great to have such a skilled and dedicated partner working alongside our teams and customers."*

Oracle Applications Sales  
Manager

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# Why eVerge Group?

A premier Oracle Partner for more than 20 years, eVerge Group is the best choice to help you take advantage of the next generation of Fusion CRM applications from Oracle — including Fusion CRM Incentive Compensation. With eVerge Group, you'll get:

## Rapid Time to Value

Partnering with eVerge Group means you can always count on a smooth implementation and award-winning results.

- Leveraging eVerge Group's "Quick Start" offerings, deep talent, and **PrecisionFit**® implementation methodology, customers realize value in rapid fashion
- Over the past six years, eVerge Group has won nine Oracle awards for CRM project excellence

## Deep Expertise in Oracle Fusion CRM

Drawing on its in-depth knowledge of both cloud-based and on-premise CRM solutions, eVerge Group can design the exact Incentive Compensation solution to meet your unique needs.

- eVerge Group participates in Oracle's Fusion CRM Early Adopter Program and works closely with Oracle's executives and development teams to further advance the product
- eVerge Group has implemented Oracle Fusion CRM Suite to help run its own business
- The company has achieved Oracle's Advanced Specialization in CRM and is currently working on Oracle's newly offered specializations in Fusion applications

## Cost-Effective Implementations

All of eVerge Group's world-class consulting teams complete a rigorous vetting process and go through extensive cross-training.

- eVerge Group's CRM consultants average over five years' experience and bring both functional and technical expertise to every engagement
- Because eVerge Group consultants are more experienced on average than the competition, they are deployed in smaller, more efficient teams, which improves collaboration and eliminates costly management layers

## **PrecisionFit**®: eVerge Group's Powerful, Agile Implementation Methodology

eVerge Group's ultra-efficient **PrecisionFit**® Methodology combines industry-standard Agile software development techniques with its extensive implementation experience and finely honed intellectual capital. eVerge Group's **PrecisionFit**® Methodology is based upon three guiding principles:

- Maximizing user involvement throughout the entire project
- Utilizing iterative prototypes to assist in defining and refining the solution
- Effective knowledge transfer to the client project team

## Managed Services

Leverage eVerge Group's expertise and economies of scale by outsourcing the management of your Oracle applications. eVerge Group offers a very flexible managed services support model utilizing onshore and offshore resources to provide short-term and long-term support in following areas:

- Ongoing support
- Enhancements
- Help desk
- Knowledge Transfer

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