

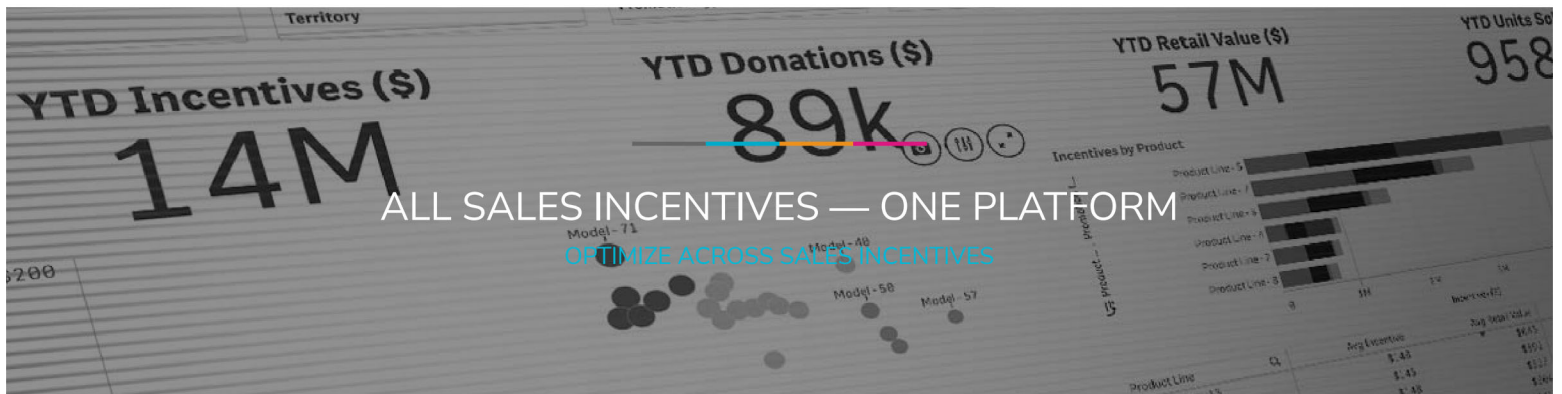


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360insights knows sales incentives. We know which ones move the needle and which ones don't. We also know that managing and executing a variety of complex sales incentive programs can be daunting. That's why we created the SaaS-based Channel Success Platform™. From SPIFFs to Rebates to MDF (and everything in between), the Channel Success Platform™ provides a single incentives hub that enables clients to optimize all their incentives programs from one central system.



### SALES INCENTIVES - SPIFFS

**When it comes to motivating salespeople, cash is king. So, when you need to give your brand an extra push and create meaningful change in any sales activity, a SPIFF is the way to go. SPIFFs are cash sales incentives, and when effectively aligned with critical actions in the channel, can accelerate the results you need.**

#### **[-] Challenge**

SPIFFs are short-term payments targeted at individual sales reps encouraging them to push a specific product, bundle or service. They are not only a powerful tool to motivate and excite salespeople, but they're great at getting them out of their comfort zone. So what's the catch? SPIFFs are only successful if they're managed effectively. Rewards require an instant payout, details need to be marketed and paperwork needs to be eliminated.

#### **[+] Solution**

360insights has deep sales channel experience executing winning SPIFF programs. Our SPIFF Solution on the Channel Success Platform™ allows you to incent many different behaviors to reach your business goals. We provide rapid processing, compliance management and fast payouts – all with little administrative burden. We help brands understand the lift created from leveraging SPIFFs.

[> LEARN MORE](#)

Channel Success Platform™



### CONSUMER REBATES



### MDF & CO-OP



### VOLUME INCENTIVE REBATES



### INSTANT REBATES



### SELL-THROUGH ALLOWANCE



### EMPLOYEE ENGAGEMENT