



PIMS



Today's economy presents management with tough challenges. However, simply defining the right strategy isn't enough. These strategies must be implemented efficiently and effectively through value driven solutions. That's why you need the right solution.

Start leveraging the cloud.

Start leveraging PIMS.

Welcome to PIMS

PIMS (Partner Incentive Management System) is an elegant channel management solution designed specially for those vendor companies who conduct a considerable portion of their business and plan to grow their business through their channel partners (resellers).

It is the **only** multi-tenant solution that focuses purely on managing the **indirect** sales channel using product based incentive programs.

Business users in sales operations and finance can leverage PIMS to drive sales through your channel partner community. All aspects of administration, channel partner compensation, resale tracking, partner performance analysis, and channel partner visibility into their own performance are automated and managed within the cloud.

Traditional sales performance management (SPM) solutions manage sales commissions based upon quotas for *internal* sales reps. PIMS is geared toward managing attainment targets and compensation for your *channel partners*.

Implement Strategic Product Initiatives with PIMS

PIMS empowers your business users to drive indirect channel sales based upon your organizational priorities and objectives. Using cash based incentives coupled with single products or product lines, your business users can bring out the best from your channel partners.

Whether you are trying to promote a new product / product line, move slower moving inventory through the pipeline, or migrate existing end customers from older product versions to newer versions - PIMS can help.

Influence your Indirect Channel

Selectively incent your products and product lines. Traditionally, vendors/OEMs have settled for an oversimplified approach to channel partner compensation, relinquishing all control and influence over their indirect channel when it comes to promoting select products.

This approach in a nutshell has been limited to an annual cash rebate/credit based upon the total sales achieved by the various channel partners.

Why settle with these historical limitations? With your business users behind the wheel and PIMS as your co-pilot, your flexibility

in selectively driving product sales and gaining "mindshare" within your channel partner community increases tremendously.

Adding to the flexibility, PIMS allows your incentives programs to be configured to focus on channel partners within specific sales organizations and geographies. For global organizations, channel partner compensation is also managed in multiple currencies.

Furthermore, the ability to tier your channel partners (e.g. Standard, Select, Premier) through simple configuration and subsequently *tier their compensation* based upon their performance is also a key capability of PIMS.

Channel Partner Self-Service

Run your channel business in real time. Using Point-of-Sale (POS) transaction data streaming into PIMS daily, our Resale Tracking & Management (RTAM) module can deliver an up-to-date scorecard of your channel partners targets and current attainments to your management, finance, and sales operations teams.

This scorecard information can also be made available to your channel partners with PIMS, where they are able to view the incentive programs to which they have been subscribed, and their attainments to date. This self-service capability for your channel partners establishes both, a personalized experience and transparency into their sales performance.



Pay for Performance

Incent correctly and reward success.

Motivate your resellers using clear & compelling, high-impact incentive programs. Get a 360 degree view of your channel landscape using PIMS Analytics and our Resale Tracking & Management module.

Measure channel partner performance with real time Point-of-Sale data for accurate channel partner compensation. Reduce your commissions exposure through optional incentive program “Caps” and remove any risk stemming from unpredictable market conditions.

Close the loop with seamless integration into external financial systems for channel partner payments.



Rapid Return on Investment

Invest in world class infrastructure and innovation. Free your company from the hidden costs associated with installation, deployment, and on-going system maintenance. Instead, focus on growing your indirect channel business and leverage PIMS to drive those sales and streamline internal sales operations.

Embedded into the Force.com platform, PIMS takes advantage of the multi-tenant architecture to ensure the security of your sensitive POS data along with the high-availability, performance, and scalability essential to running your business.

Key Business Benefits

- Channel better sales results.
- Implement strategic product initiatives.
- Align channel partners with corporate objectives.
- Gain “mindshare” within your channel community.
- Effectively use SPIFs (Sales Performance Incentive Funds).
- Allow channel partners to view their real time attainments.
- Design clear, high impact programs with PIMS Analytics.
- Low cost, easy to deploy.

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