

VUE IncentivePoint is a web-based incentive compensation solution with native integration to Microsoft Dynamics CRM that streamlines all aspects of sales performance management for insurance organizations.

Timely & Accurate Quota Planning

Through the integrated interface of VUE IncentivePoint and Microsoft Dynamics CRM, companies can successfully leverage historical data for more accurate forecasting and budgeting. Territory history is easily accessible and metrics for measuring agents' goal attainment can be effectively identified, quantified and monitored in near real-time.

Measurable Incentives, Optimal Motivation

Defined quotas can be presented to individual agents inside of CRM, allowing them to see exactly what they will earn when they meet their quota. With such contextually relevant and up-to-date information, producers are strongly motivated to achieve results, meet their quotas, and earn incentives.

Insightful Territory Alignment

Flexible territory alignment allows companies to define territories based on multiple values such as Zip codes, Metropolitan Statistical Areas (MSA), State, or even driving distance. Accurate territory management ensures that leads and opportunities are appropriately assigned to agents based on their assigned territories.

Agile Management and Execution

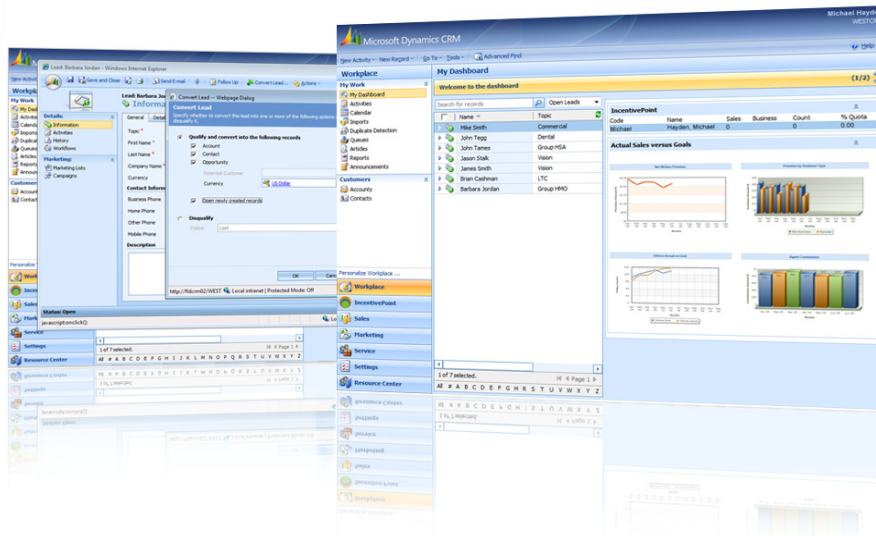
A unified platform allows disparate processes to remain organized, updated and accessible to all; facilitating communication with internal and external stakeholders. Constant feedback on the pipeline management process greatly improves visibility and performance monitoring. Managers can see immediately how new plans modify sales agents' behavior.

Advance Agent Sales Productivity

VUE IncentivePoint is a highly valuable tool for insurance organizations to manage quotas, territories and incentives for complex distribution channels. The integration of VUE Compensation Management with Microsoft Dynamics CRM allows unprecedented unity between carrier, agency and producer. All stakeholders benefit from timely communication regarding the sales pipeline and agents' progress towards meeting quotas and earning incentives. Producers are motivated to perform and management can monitor performance to adjust incentives and quotas to meet the changes and challenges of the marketplace.

Powerful workflow capabilities enable to system to adapt to unique business processes without custom coding.

Easily configured dashboards deliver contextual intelligence on performance to quotas and incentives.



About VUE IncentivePoint

VUE IncentivePoint Features:

- Territory Definition - Flexible territory definition on disparate metrics such as zip codes, MSA, state or multi-state, graphically or user-defined, or through plugging in to mapping programs for metrics like driving distance and travel time.
- Quota Planning - Extract historical performance data from Microsoft Dynamics CRM to accurately estimate forecasted values. Monitor agent performance and re-forecast as needed.
- Performance Monitoring - Monitor such metrics as performance versus quota and performance by territory, product, and customer demographics.
- Compensation Workflow - Assess performance to determine appropriate quotas and incentives. Implement and communicate new incentive programs to producers quickly via the web. Monitor progress, calculate commission, and complete commission payouts.
- Payout Calculation - Manage agent hierarchies and compensation plans for accurate payment calculation. Automated verification reduces manual intervention.
- Reporting & Analysis - Both out-of-the-box and ad-hoc reporting options for flexible data analysis.

Value

VUE IncentivePoint helps deliver rapid return on investment for Sales Performance Management projects through:

- Delivery of profit statements that more accurately fit with sales projections.
- Alignment of territories and quotas that drive increased agent performance.
- Monitoring of up-to-date agent performance metrics for agile management and re-forecasting.
- Gaining flexibility in territory definition for effective alignment of producers and prospect assignment.
- Process alignment for improved visibility, efficiency, and agility.

Technology

VUE Software utilizes Microsoft platform technologies as the foundation for all system development providing a standard architecture to facilitate enterprise integration and assure cost effective implementation on commodity hardware. VUE IncentivePoint requires separate licensing and deployment of Microsoft Dynamics CRM.

VUE Software is an active member in Microsoft's Insurance Value Chain (IVC) program and works closely with Microsoft to ensure leading system integration, scalability, reliability and security.

About VUE Software®

VUE Software® is the product division of Computer Solutions and Software International (CSSI) dedicated to providing industry-specific business technology solutions to companies in the insurance, healthcare, and construction verticals. Because they are tailored to the needs of these particular industries, our solutions are different from one-size-fits-all performance management and compensation suites such as enterprise incentive management (EIM) and sales performance management (SPM) solutions. VUE Software's solutions allow companies to manage strategic incentive plans, automate producer administration and organize complex data and contractor policies, resulting in greater administrative efficiency and improved sales performance.

For More Information

For more information on VUE Software or to arrange a demo, visit www.vuesoftware.com, email us at info@vuesoftware.com, or call the VUE Software Sales Information Center at 1.877.4.VUESOFT.