



Birlasoft CXSPRINT Commissions
Rapid Implementation Services for SAP® Commissions Cloud

Certain Outcomes in Uncertain Times



40% - 60%
Reduction in
Implementation Time



100%
Remote
Delivery Model



50%
Reduction in
Project Costs

Speed to Value with Maximum Impact in Minimal Time

Birlasoft’s **CXSPRINT** is a low-cost, rapid implementation approach designed to reduce cost, accelerate speed to value and minimizing risk, across SAP’s Customer Experience solutions with multiple pre-built features and integration.

CXSPRINT Commissions gives organizations the ability to deploy the fully integrated version of SAP’s Commissions Cloud for as little as one third the implementation cost of the full SAP Launch approach.

Start at your own pace with a pre-configured SAP Customer Experience “Out-of-the-Box” solutions designed to keep the scope simple. **CXSPRINT** lets you build and extend “As-you Go” to fit your business needs.

SAP Commissions Deployment

TRADITIONAL APPROACH	CXSPRINT
Costly with expensive change requests	Fixed fee engagement
Deployment timeframe: typically 6 to 8 months	Ready to Deploy with ECC or S/4 HANA integration in 12 weeks
Complexity drives reliance on SI for future enhancements	System training and complete functional documentation are included

KEY FEATURES

- ❖ Commissions management
- ❖ Quota management
- ❖ Advanced analytics
- ❖ AI recommendation

DIFFERENTIATORS

- ❖ Built for Business Users
- ❖ Solve Disputes Quickly
- ❖ Complex Crediting
- ❖ Modeling
- ❖ Scalable
- ❖ Visibility, Measurement & Optimization

BENEFITS

- ❖ Reduction of labor/ overhead
- ❖ Elimination of over payments
- ❖ Reduction of compensation disputes
- ❖ Improved productivity
- ❖ Increased comp plan performance

Pre-Defined Solution

CXSPRINT Commissions



Budget: Fixed Price, Fixed Scope

Scope: Fully Integrated and Operational in **3 Months**

Approach: Best Practice SAP® Methodology leveraging Birlasoft’s Unique Tools and Accelerators

COMMISSON MODULES			
Commission Rules & Plans	Dispute Management	Plan Communicator	Integration (ODI)
Standard Reports	Dashboards	Training & Post Go-Live Support	User/Account Management

What’s Included

- Design of two medium-complexity plans
- Commission for 50 Payees
- Pay Commissions often: quarterly, monthly, weekly,
- Standard Dashboards and Reports.
- Dispute Management
- Plan Communicator & Distribution

- User/Account Management
- Provides required Commission Data loader templates
- Integration (On Demand Integration) using SFTP both inbound and outbound (Pay File) - Offline Batch Processing
- One time evaluation of input transactions & Payments

- Solution testing for quality/regression/performance testing
- CXSPRINT HyperCare warranty support – 10 days post-launch included
- Documentation
- Optional: Birlasoft CX SmartAMS for maintenance, enhancements and optimization

Flawless Design Processes



SAP Commissions now manages Woodgrain's sales commissions for their Distribution Payees with different payment types like Spiffs, Regular Rate.

<https://www.woodgrain.com/>

WOODGRAIN COMPANIES

The Woodgrain family of companies is dedicated to creating exceptional customer value through the relentless improvement of our people, products, and processes.

The image displays a grid of ten icons representing different Woodgrain companies: Woodguard, Nature's, Pellets, Chile, Doors, Windows, Millwork, Lumber, Distribution, and Composites. Each icon is accompanied by its respective company name.

The Birlasoft Difference

100+ CX projects and Counting	200+ Consultants Worldwide	SAP S/4HANA and ECC End-to-End Integration	Proven Results with Deep UX/UI Domain Expertise	25 Year Footprint Across the SAP Landscape
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Global Deployment Capabilities

- Multi-country deployments
- Local country resources
- Award Winning AMS Support

Strong Value Prop

- Cost effective onshore/offshore model
- 16 yr. SAP relationship
- Innovation, IP and offshore COE
- Dedicated Marketing team
- CX Reseller

Our Sweet Spots

- B2B/B2C Commerce + Product Configuration / Variant Config, CPQ
- Sales Cloud / Callidus Commissions
- Service Cloud
- Marketing Cloud

Birlasoft
CXSPRINT

Full complement of CX skills

- CREATIVE: Creative, UX and Digital Transformation
- TECHNICAL: Onshore/offshore developers
- INTEGRATION: SAP ECC, S/4 and 3rd party

Functional Expertise

- Marketing Cloud
- Sales Cloud / Commissions
- Service Cloud
- Commerce Cloud (CPQ, VC)
- Customer Data Cloud
- Qualtrics

We do the Plumbing

- SAP Cloud Platform Integration
- Legacy Datahub
- SAP S/4HANA integration knowledge

Partner Ecosystem:

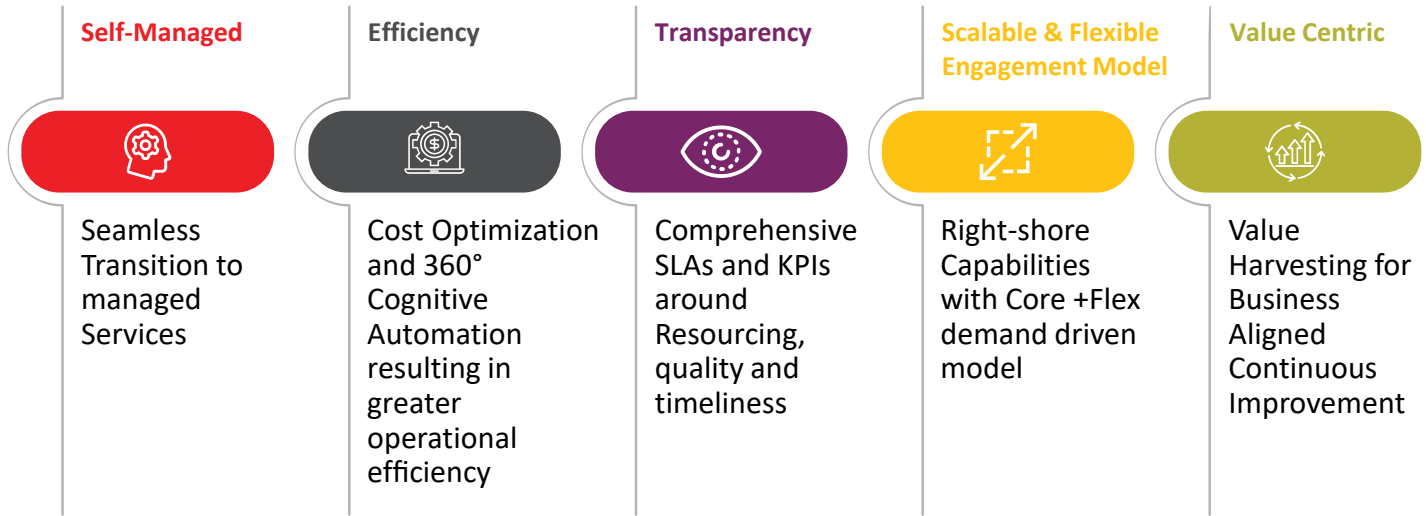
Birlasoft Packaged Solutions for SAP Customer Experience

Commerce B2B or B2C	Migration to Commerce Cloud (support Move program)	Sales
Service	Field Service Management	Commissions

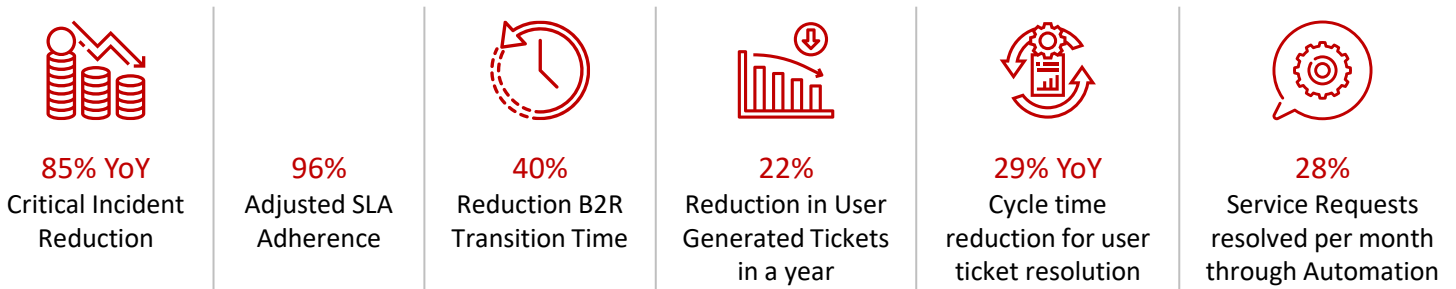
Derive Transformational Value with our SmartAMS for Customer Experience

Historically, AMS vendors have come into play to help organizations reduce the cost of maintaining the solutions, increase the operational efficiency, and free up organizational resources to focus on strategic initiatives, historically called “Keeping the lights on” work. With intelligent and automated **SmartAMS**, companies, can achieve proactive support, thus gaining insight into issues before they actually impact end-users.

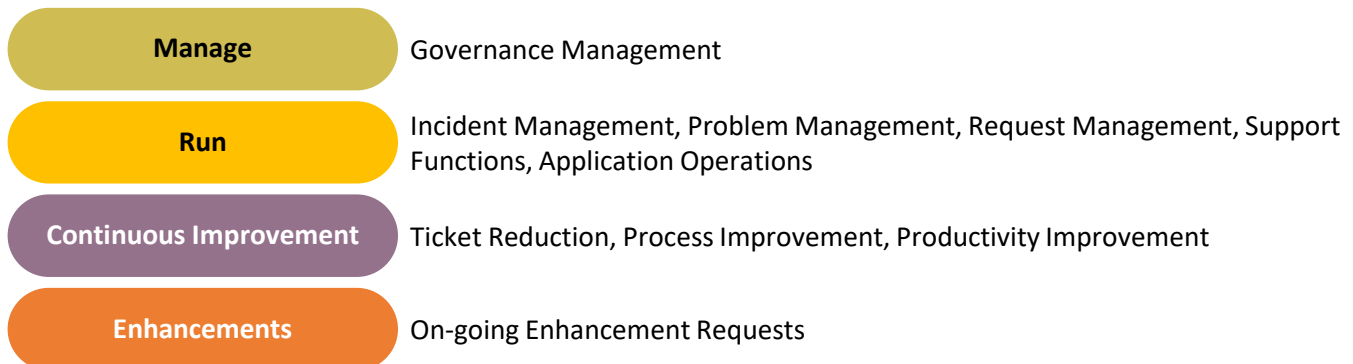
Birlasoft’s SmartAMS Key Features



KPIs From SmartAMS



SmartAMS Services



How to Get Started

Connect with your Birlasoft CX Expert for a free Pre-Assessment on the project scope or contact:

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Why Birlasoft?

Birlasoft combines the power of domain, enterprise, and digital technologies to reimagine business processes for customers and their ecosystems.

10,000+ Employees
Globally



Development Centers – India (4)
USA (1) | Operations Centers –
Brazil and UK



5 Continents | 14 offices
| 27 countries



2000+ Consultants
World-Wide



True Digital
Expertise



Industry and Analyst
Recognized



Forming a leading \$500M publicly listed Enterprise Digital and IT Services company
Part of the 158 Year CK Birla Group | \$2B Conglomerate



RESOURCES

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Enterprise to the Power of Digital™

Birlasoft combines the power of domain, enterprise and digital technologies to reimagine business processes for customers and their ecosystem. Its consultative and design thinking approach makes societies more productive by helping customers run businesses. As part of the multibillion-dollar diversified The CK Birla Group, Birlasoft with its 10,000 engineers, is committed to continuing our 158-year heritage of building sustainable communities.