



CAPABILITY OVERVIEW

# Pricefx Sales Compensation



# Pricefx Sales Compensation

Connect pricing to sales performance – motivate your team with commission visibility that drives profitable decisions.



Pricefx Sales Compensation gives manufacturers and distributors a unified solution to align sales incentives with corporate pricing strategy. It replaces manual spreadsheets, and fragmented commission tracking with a centralized engine that calculates, simulates, and delivers compensation visibility at the point of sale.

**With Sales Compensation, pricing, sales, and finance teams can:**

- ✓ **Give sales representatives real-time visibility on their commission while negotiating pricing and discount decisions**
- ✓ **Motivate better pricing decisions by showing direct commission impact of price changes and the time of quote**
- ✓ **Create advanced compensation plans with multiple pre-defined plan types or set up custom compensation types**
- ✓ **Analyze performance with dashboards for sellers, managers, administrators, and executive teams**
- ✓ **Automate payout calculations and integrate seamlessly with ERP for commission payouts**
- ✓ **Handle disputes and adjustments transparently in one centralized solution**
- ✓ **Streamline approval workflows to ensure governance and auditability**



**The result:**

Better pricing decisions at the point of sale, accurate payouts, and alignment between pricing strategy and sales execution.

## THE CHALLENGE

# Disconnected Incentive Plans Lead to Misaligned Sales Strategy and Underperforming Margin



In many organizations, sales compensation operates in isolation from pricing strategy. Sales representatives lack visibility into how their pricing decisions affect their commission, leading to behaviors that prioritize deal closure over profitability.

## On the front lines:



### Sales teams

Sales teams default to the lowest price to close deals quickly, eroding margins because pricing is not aligned with commission plans.



### Operations teams

Operation teams struggle to create and calculate sophisticated plans using spreadsheets, introducing errors and delays.



### Finance teams

Finance teams face audit challenges and payout disputes due to manual processes and poor transparency.

When complex corporate pricing strategies are not aligned with sales incentive structures, deploying and updating margin-aware compensation plans becomes slow and error-prone.



## The impact:

- Misalignment between corporate pricing strategy and sales team incentives
- Limited ability to track and improve incentive programs effectiveness
- Excessive time spent managing disputes and adjusting compensation manually

Without connecting pricing guidance to commission visibility at the point of sale, organizations lose the opportunity to drive profitable sales behavior through aligned incentives.

# What Is Pricefx Sales Compensation?

Pricefx Sales Compensation provides a unified solution to design, calculate, and manage compensation plans while giving sales representatives real-time visibility into their commission during the quoting process.

The platform supports multiple pre-defined compensation plan types while allowing flexible configuration for unique business requirements. Sales representatives see their estimated compensation while building quotes, motivating them to leverage pricing guidance, add recommended products, and pursue more profitable deals.

Compensation administrators create and calculate sophisticated plans without spreadsheet errors, while sales team managers track performance through available dashboards.

## Sales Compensation *(Commission plan setup and calculation)*

The screenshot displays the Pricefx Sales Compensation interface for a plan named "CO-90 (SC Charlotte 2025)". The interface is divided into several sections:

- Header:** Shows the plan name "CO-90 (SC Charlotte 2025)" with an "Approved" status. Action buttons include "Revoke Compensation Plan", "Create new revision", "Export", "Send Compensation Plan", and "Duplicate".
- Items Table:** A table with columns for Label, Condition Types, Sales Goal Increase %, Current Baseline..., Previous Compensation, Current Compensation, and Forecast. It lists two items: "Single Quota Percent" and "Growth Percent Percent".
- Detail & Settings:** A sidebar on the right with tabs for "Details", "Input Parameters", and "Calculations". It shows calculation results for various metrics.

| Label                  | Condition Types         | Sales Goal Increase % | Current Baseline... | Previous Compensation | Current Compensation | Forecast |
|------------------------|-------------------------|-----------------------|---------------------|-----------------------|----------------------|----------|
| Single Quota Percent   | SC_SingleQuotaPercent   | 8.00%                 | 3,369,728.23        | 29,345.78             | 33,697.28            | Season   |
| Growth Percent Percent | SC_GrowthPercentPercent | 8.00%                 | 3,369,728.23        | 1,178.40              | 13,054.52            | Season   |

**Detail & Settings - Calculations**

| Label                 | Calculation Result |
|-----------------------|--------------------|
| Previous Compensation | 30,524.18          |
| Current Compensation  | 46,751.80          |

**Forecast**

| Label                         | Calculation Result |
|-------------------------------|--------------------|
| Compensation Forecast         | 36,388.76          |
| True-up                       | -10,363.03         |
| Compensation Forecast C...    | Show               |
| This Year's Sales Forecast... | Show               |
| This Year's Sales Forecast... | Show               |

**Single Quota Percent**

| Label                 | Calculation Result |
|-----------------------|--------------------|
| Current Compensation  | 33,697.28          |
| Compensation Forecast | 31,693.44          |

**Growth Percent Percent**

| Label                 | Calculation Result |
|-----------------------|--------------------|
| Current Compensation  | 13,054.52          |
| Compensation Forecast | 4,695.32           |

## BENEFITS

# Why Sales, Operations & Finance Teams Choose Pricefx Sales Compensation



Pricefx Sales Compensation transforms sales incentive management from a disconnected, manual process into a unified platform that aligns compensation with pricing strategy. It empowers sales teams to make better pricing decisions while enabling administrators to manage sophisticated plans efficiently.

### For Sales Teams

- See commission impact in real-time while creating quotes, motivating profitable pricing decisions
- Monitor team performance and incentive program effectiveness with analytical dashboards



### For Operations Teams

- Create advanced compensation plans without spreadsheet errors using pre-defined templates or custom logic
- Handle disputes and adjustments in one platform with full transparency and audit trails

### For Finance Teams

- Improve financial auditing with complete audit trails and transparent calculation logic
- Reduce payout errors and disputes through automated, rule-based compensation calculations



## BENEFITS

# What Pricefx Sales Compensation Delivers

Pricefx Sales Compensation delivers the unique combination of commission visibility at the time of quote with sophisticated compensation plan management. Unlike basic spreadsheet tracking, Pricefx connects compensation directly to pricing strategy, creating a feedback loop that drives profitable sales behavior.



1

### Real-Time Commission Visibility

- Display estimated compensation within the quoting interface as prices and products change
- When combined with price guidance, show minimum and maximum achievable compensation alongside the current deal score

2

### Advanced Compensation Plan Management

- Multiple pre-defined compensation types, including growth percent, stepped percent, single quota, multi quota, flat bonus, stepped bonus, and more
- Target plans to specific customers, products, regions, or sales reps
- Configure payment periods, quotas, caps, and incentive structures

3

### Dispute & Adjustment Management

- Handle various adjustments (update data, split credit, ...)
- Recalculate and visualize the impact of changes before approval
- Complete audit trail for all adjustments and enquiries

4

### Analytical Dashboards

- Admin YTD Summary: Overview dashboard tracking all payouts for compensation administrators
- Payouts and Plans: Personal dashboard for sales agents showing planned and past payouts
- Manager's Overview: Progress tracking for individual sales agents against annual targets

5

### Workflow & Integration

- Configurable approval workflows for plan creation and adjustments
- Bi-directional integration with ERP for payout disbursement
- Email plans directly to owners or connect to DocuSign for signature

## GETTING STARTED

# Connect Pricing to Sales Performance

Move from disconnected spreadsheet-based compensation to a unified solution that aligns sales incentives with pricing strategy. Pricefx Sales Compensation gives organizations the tools to motivate profitable sales behavior, eliminate administrative burden, and drive revenue growth through properly aligned incentives.



**Request a live demo tailored to your compensation workflows, approval processes, and sales team structure.**

**See It in Action**

## Learn More

Explore related resources on the [Pricefx website](#), and see how complementary Pricefx capabilities—such as Quoting, Agents, Price Management, and AI Optimization—help pricing and sales teams make smarter, faster price decisions.