

## **MCI appointed accredited reseller for IBM's Sales**

### **Performance Management solution**

MCI Consultants, a long term premier business partner of IBM, today announced that it has been appointed as an accredited Value Added Reseller for IBM's Sales Performance Management (SPM) solution.

IBM SPM is a comprehensive application that helps organisations drive sales alignment from strategy through to execution, whilst improving efficiency, accuracy and timeliness of the associated administrative processes.

“IBM Cognos® SPM simplifies sales performance management for organisations by providing greater speed, flexibility and visibility over variable pay programs, commented Aliko Droussiotis, Director MCI Consultants. “In addition, compensation administration costs are significantly reduced with the automation of commission calculations.”

“The facilities and capability of this software are extensive,” added Droussiotis, “for instance, processes associated with territory and channel management and quota setting are streamlined; commission calculations are automated, which in turn saves administrative time; and, control payment disputes can be automated, tracked and controlled with configurable workflows. Furthermore, sales behavior can be aligned with corporate objectives by creating incentive programs and compensation plans to support corporate goals; and, compliance with regulatory and audit requirements can be achieved and monitored by implementing a repeatable business process with approval hierarchies and a full audit trail of all actions.”

“Thus, with IBM's SPM solutions from MCI, many new kinds of compensation plans that drive desired sales behavior, reduce commission cycle times and eliminate errors in overpayments, can be enabled” concluded Droussiotis.

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## **Editors note**

MCI is a dynamic business information systems consulting firm based in Johannesburg, South Africa specialising in providing IT solutions to medium and large companies across various industries in South Africa, Africa and abroad.

MCI offers a complete solution, which can include project management, consulting services, installation, training and support, packaged software implementations, hosted solutions, product development, including e-commerce and mobile solutions, hardware supply and network and communications services.

MCI's superior performance and reputation is attributable to its passionate, dedicated team and dynamic skill pool of consultants.

MCI's approach is to continuously provide solutions to meet its clients' changing requirements. MCI prides itself in delivering excellent customer service and building long-lasting partnerships with its clients.

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