

www.spiff.com

SCALABILITY ON SPIFF

How Spiff Automates Commissions for
100 or 10,000+ Reps



SPIFF

SECURITY COMES FIRST AT SPIFF

1



SOC II, GDPR, and CCPA-compliant



2

Frequent penetration tests

3



All data is encrypted in motion and at rest



4

**Hosted on Google Cloud,
leverage Google's built in security protocols**

5



**Dedicated Head of Security
with extensive experience and training**



SPIFF PERFORMANCE-AT-SCALE GUARANTEE

Spiff is so confident that it has built the most performant platform at scale it offers a universal guarantee:

If you can show us a system that can accurately calculate your commissions in real-time faster than our system, we will give you Spiff for free for 1 year.



SPIFF IS THE ONLY MODERN, RULES-BASED COMMISSION ENGINE ON THE MARKET

1

Real-time commissions calculations updated in split seconds not hours or days.

2

Self-manageable rules you can version and share across plans

3



No knowledge of SQL, join tables, ETL, or coding required. Excel syntax supported.



4

Admins, managers and reps can trace every single calculation step

5

Commission engine processes up to 35,000 statements in a single minute



SPIFF'S RULES

Spiff's rules use Excel syntax for ease-of-use but they are also named, shareable and versioned. They are designed to scale easily.

BASE COMMISSION

`fx sum(DealMRR) * 15%`

BONUS

`fx vlookup(DealMRR, BonusTiers, 1, 0)`

JAN. SPIFF

`fx if(DealMRR > $400, $100, $0)`



REAL-TIME CONNECTIONS TO YOUR SYSTEMS-OF-RECORD

Spiff Uses the Exact Same Objects in Salesforce, Netsuite, Looker, Snowflake or Any Other Major System-of-Record You Use

Spiff combines the familiarity of Excel with the scalability a modern SaaS system. You can `sum()` over a salesforce custom field while relating to a `vlookup()` from a Netsuite Invoice payment. Spiff natively pulls in all connected objects and their relevant attributes and relationships in real-time. Leveraging data from other systems of record, Spiff acts as your commission system of record.

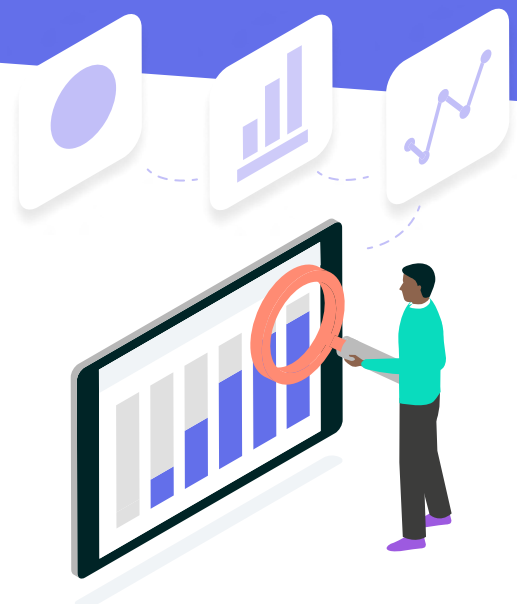


INTEGRATIONS

Spiff is the only modern commissions system that is a Netsuite preferred partner. We directly sync to any object in Salesforce, Netsuite, Looker, Snowflake, Dynamics, BigQuery, Stripe, Azure, and more.

Tracing

Spiff allows you to see and audit (“trace”) every single calculation in our system at the click of a button. You can trace through a 20-step calculation chain in seconds. Further, we make this trace available to your reps as well so they will never be confused about how something was calculated.



Rule-based Commission Expensing (ASC 606 / IFRS 15)

Spiff allows you to assign any commission rule to a portfolio expensing rule at the click of a button. This means that our commission expensing platform is generally about 10x faster to set up and use than competing systems. Once we've set up your commission logic, we can typically turn on ASC 606 / IFRS 15 compliant commission expensing in one day. Your controller and auditors will thank you ;).



Insights and Analytics

Spiff uses normalized objects to store commission obligations, payouts, expenses, and calculations. Because of this, we can compare your data against a set of industry peers to help you benchmark your performance. We also provide you with a full-featured BI tool for advanced reporting as well as an ever-growing library of pre-built reports.



Interested in Spiff?

Schedule a demo with a commission specialist today.

[SCHEDULE A DEMO HERE](#)



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