Dot Compliance Builds Smarter Sales Compensation Management App with Tribal

Summary

Dot Compliance, a fast-growing SaaS company, used Tribal's vibe coding app development to create a custom sales compensation management application **in days, not months.**

The result: full transparency for sales teams, automated commission workflows for finance, and a new model for how enterprises can build apps at the speed of business.

The Challenge

As Dot Compliance scaled, so did the complexity of its sales compensation structure, a dynamic system combining commissions, SPIFFs, and performance-based bonuses tied to Salesforce CRM and NetSuite ERP data.

Existing off-the-shelf tools couldn't keep up. They lacked the flexibility to handle the company's unique logic and data models, and traditional development would have required months of cross-functional work between finance, IT, and operations.

Dot Compliance needed a way to automate its compensation process without compromising accuracy, compliance, or control.

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> "We were maintaining a fairly complex system of commissions and benefits, designed to align company goals with individual behavior, but it was too rigid and time-consuming to update."
>
> **Doron Sitbon,** CEO
> Dot Compliance

The Solution:
Tribal's AI-Powered App Development

Instead of buying a one-size-fits-all package, Dot Compliance turned to Tribal to leverage its innovative Vibe Coding platform. By simply defining their business requirements in plain language, Tribal's AI analyzed existing Salesforce and NetSuite structures and auto-generated a full application architecture, including requirements documentation, logic, and user interface.

Within hours, the team could review and approve the design, and a working prototype was deployed directly into their Salesforce sandbox.

> "The team was amazed by how easily an idea turned into an enterprise-grade application built on Salesforce," Sitbon said, "It was 10× faster than traditional app development, with a fraction of the effort."
>
> **Doron Sitbon,** CEO, Dot Compliance

In just 20 hours of development, the Dot Compliance team created an application that allowed:

- Finance to **configure compensation plans** for multiple sales roles, linked to revenue sources and marketing campaigns.

- A **real-time commission view** embedded directly into Salesforce opportunities.

- **Automatic commission calculations** triggered by opportunity or product updates.

- A **finance review workbench** to approve payments based on NetSuite data.

- Easy **export of approved data** to payroll systems.

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Commission Information

PERSON	ROLE	TOTAL AMOUNT	BOOKING STATUS	COLLECTION STATUS
👤 John Smith	AE	$5,000.00	Paid	Unpaid
👤 Jane Doe	SDR	$1,000.00	Unpaid	Unpaid

Total Commission	Booking Amount	Collection Amount
$6,000.00	**$3,000.00**	**$3,000.00**

View of commissions paid for a specific opportunity

Commission Payment Workbench

Approve Payment Date   Export Commission Report   Confirm Payment

Target Payment Date *

`mm/dd/yyyy` 📅

Opportunity Creation   Opportunity Booking   **Opportunity Collection**

[Select All] [Deselect All]

☐	OPPORTUNITY	PERSON	ROLE	PLAN ELEMENT	AMOUNT	CALCULATION DETAILS	COLLECTION STATUS	PAYMENT DATE	PAYMENT STATUS
☑	DataCorp - Annual Contract	Lisa Chen	Account Manager	Collection Commission	$3,000	6% of $50,000 collected	Collected	2024-01-25	Pending Approval

[Approve Payment Date]

View of commissions payment workbench approving payments based on collection information from NetSuite

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The Impact

By building with Tribal, Dot Compliance gained:

- ✓ **End-to-end automation** of compensation processes across Salesforce and NetSuite.

- ✓ **Full transparency for sales** teams, driving motivation and alignment.

- ✓ **Faster, error-free workflows** for finance, reducing manual reviews.

- ✓ A **reduced dependency on developers** and IT resources.

> " "Tribal changed how we think about 'buy vs. build.' It lowers the skill level and effort required to create and deploy enterprise apps," said Sitbon.

Tribal continuously deployed new code and Salesforce configurations, automatically resolving issues and improving performance, demonstrating a new era of agile, trusted enterprise app creation.

What's Next

Dot Compliance plans to complete detailed testing and security configurations before moving to production. When the app goes live, Tribal will monitor its usage and health, ensuring the same level of SLA and robustness as buying an off-the-shelf solution.

As one of Tribal's early adopters, the company continues to provide feedback that's helping shape the platform's future.

> " "Tribal is really optimized for Salesforce best practices and platform capabilities; it's a game-changer for how enterprises innovate."
>
> **Doron Sitbon,** CEO
> Dot Compliance