

# Purpose-built for large-scale, rapid data processing

Traditional SPM systems were never built to handle the scale, complexity, or performance demands of today's enterprise compensation data. Forma.ai was.

“Forma.ai’s disruptive approach is working”

2025 Sales Performance Management Wave Report

FORRESTER

## Sales compensation is a data problem most platforms aren't fit to solve

Enterprise sales compensation demands the orchestration of billions of records, thousands of business rules, and data from dozens of systems.

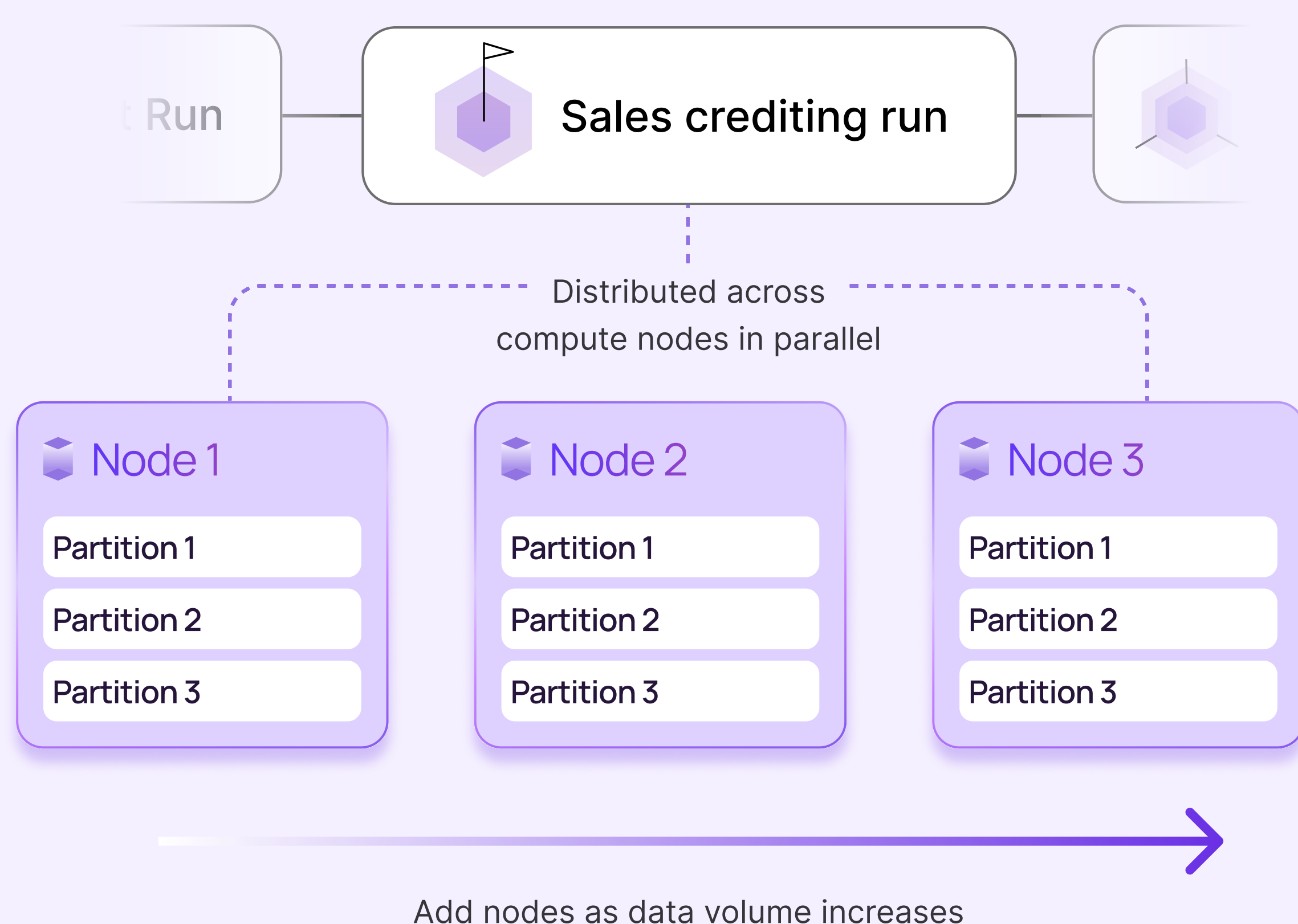
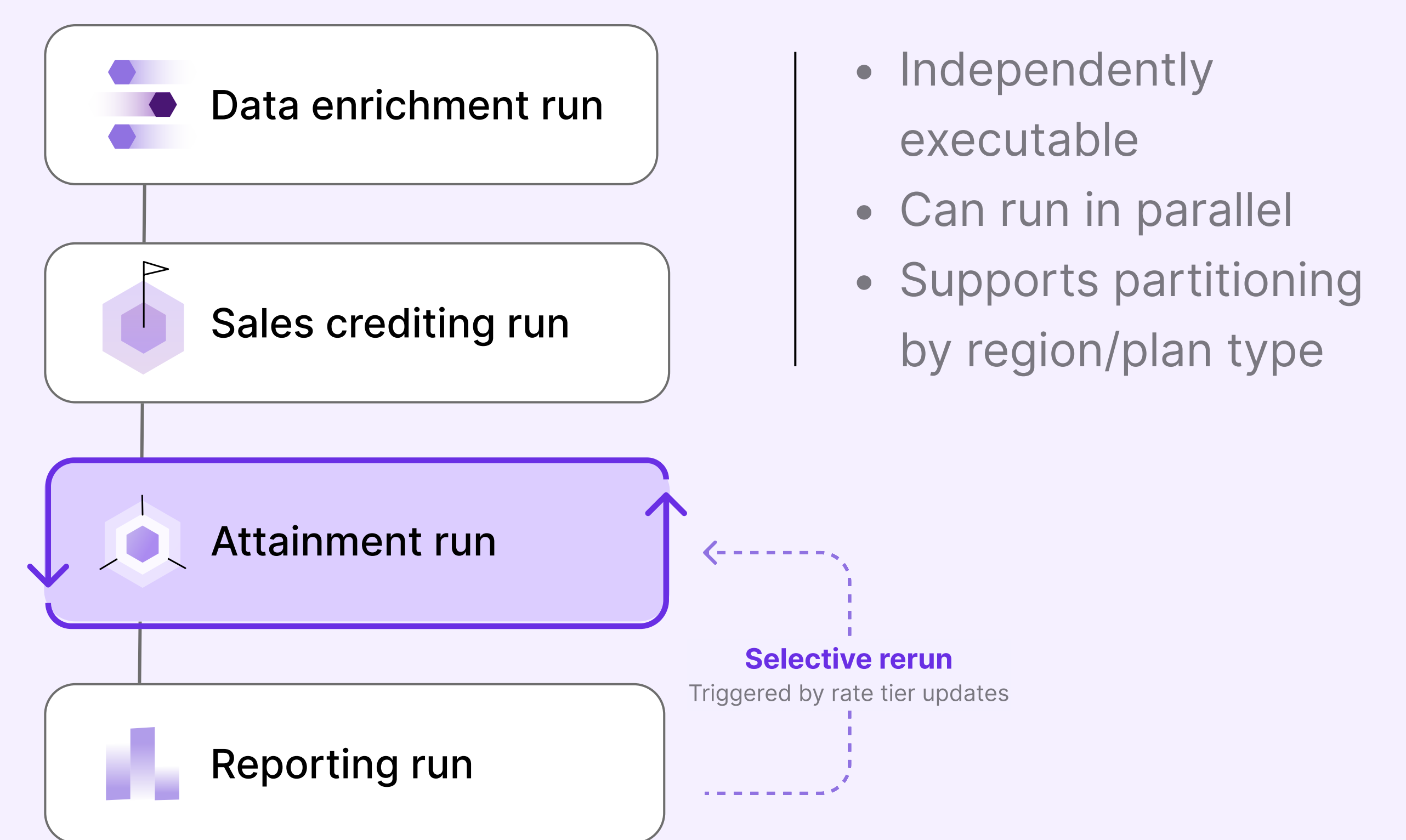
But legacy platforms inherently involve building fragile, bespoke infrastructure. Instead, Forma.ai handles complexity natively—so your team can move fast without any accuracy or control tradeoffs.

## Delivering enterprise-grade data processing, without overhead

### Selective compute, accelerated performance

Forma.ai breaks compensation processing into independent, modular stages (i.e. Data transformation, sales crediting, attainment, and reporting runs). Each stage can be independently partitioned and executed.

This architecture enables faster performance, greater scalability across business units, and dramatically reduces processing time.



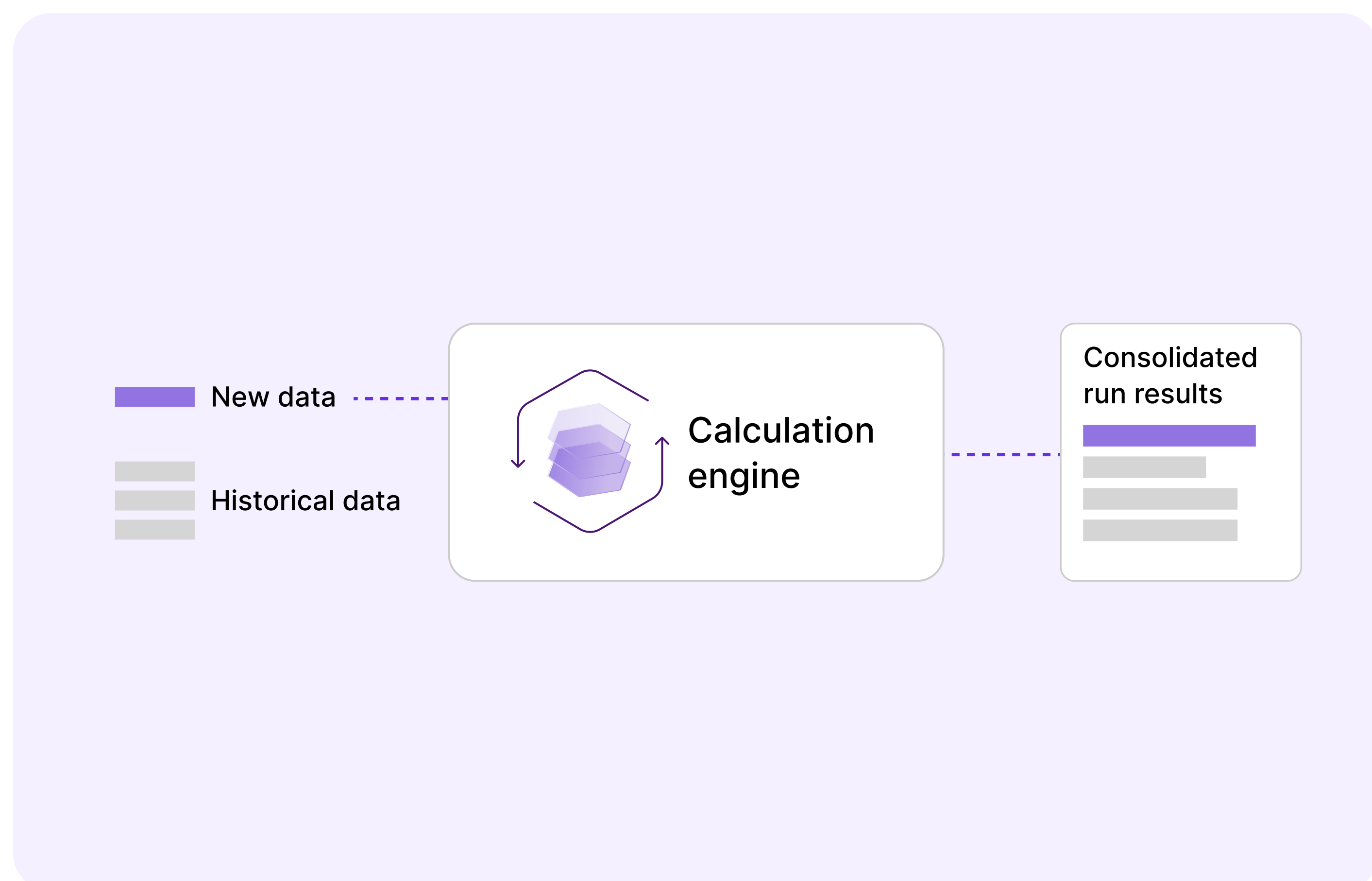
### Built for parallelized processing and horizontal scalability

Our distributed architecture scales horizontally across compute nodes to process millions of transactions daily in parallel—without speed degradation.

Whether you're adding sellers, SKUs, geographies, or transactions, Forma.ai keeps performance fast and reliable—ensuring every payout is on schedule.

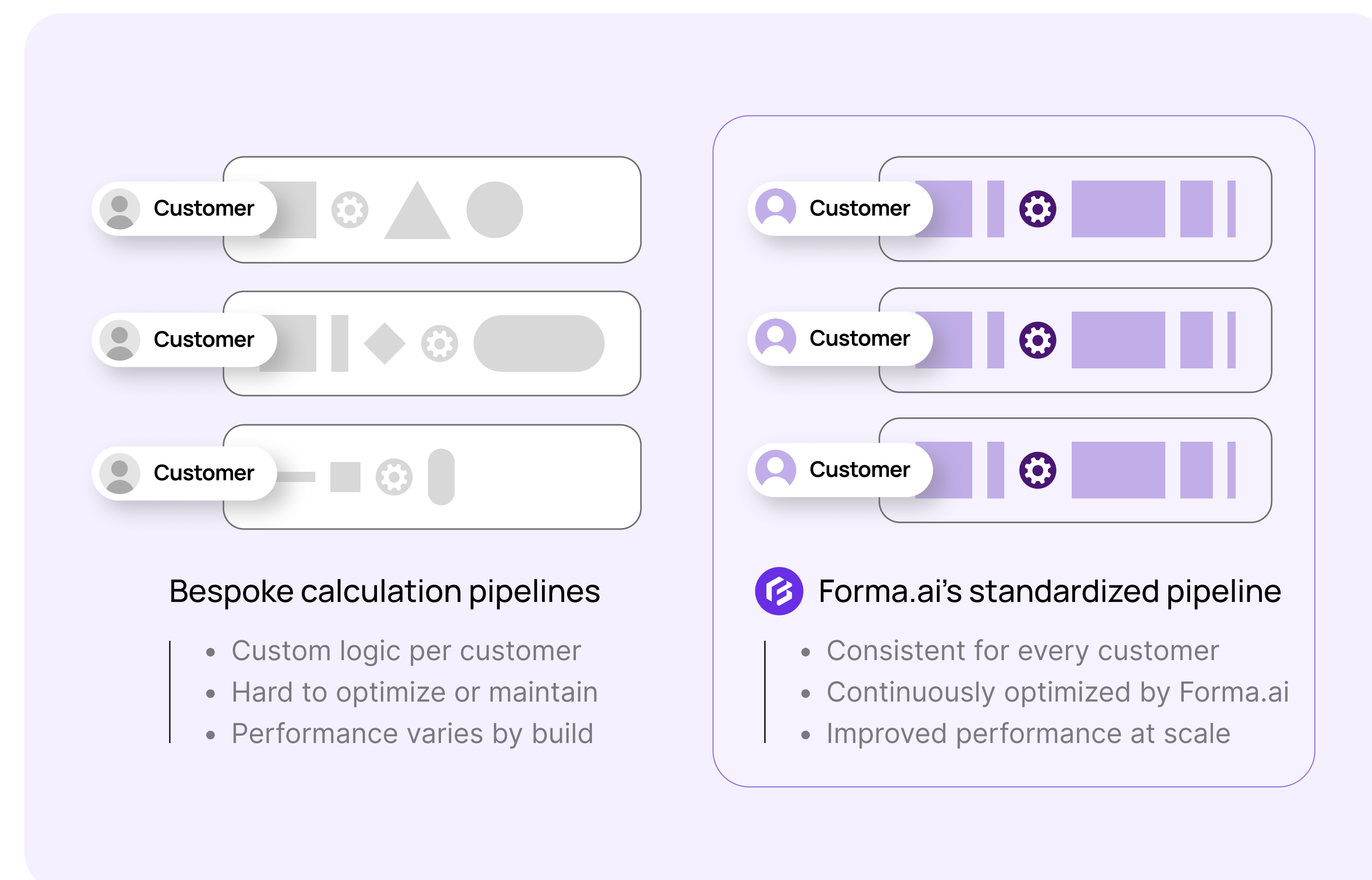
## Incremental computation

Forma.ai can support incremental processing, meaning only data that has changed is reprocessed. This dramatically reduces time and resources required for recalculations.



## Global, cross-customer optimizations

Traditional SPM systems rely on bespoke data pipelines and custom joins—Forma.ai uses a unified data model and centralized rule engine, enabling global optimizations across all calculations. You can expect speed, lower maintenance, and fewer errors.



## Proven ability to deliver greatly improved calculation performance

Unlike theoretical benchmarks or isolated performance studies, Forma.ai's results are measured in live enterprise environments—under the pressure of daily operational use.

Time and again, we've delivered significantly faster, more scalable performance compared to legacy providers like SAP, Varicent, and Xactly. Below are real production outcomes achieved by customers after switching to Forma.ai.

### BENCHMARK 1

Annual transaction records	~830M
Run-time for full annual computation	2h 8m
Comparable run-time prior to forma.ai	~24 hours
Performance improvement with Forma.ai	91.2%*

\*reduction in runtime compared to legacy system

### BENCHMARK 2

Annual transaction records	~640M
Run-time for full annual computation	2h 35m
Comparable run-time prior to forma.ai	~19 hours
Performance improvement with Forma.ai	86.4%

We proudly power leading revenue orgs:

