

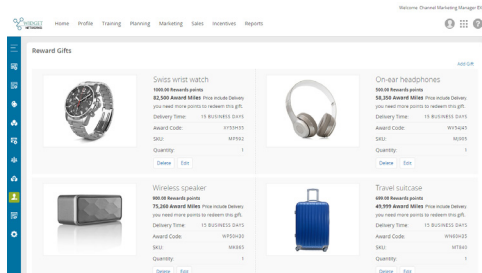
Sales Gamification Management

The Sales Gamification Management module of ZINFI's partner sales management (PSM) platform automates and simplifies your organization's efforts to promote and manage multiple sales rewards programs. You can also use the module to create a leaderboard showing who is winning and who is not to drive rep engagement in a virtual environment.

Incentive Management

Our Sales Gamification Management module allows your organization to encourage intrinsic motivation, learning and better performance by sales teams using real-time feedback and digital motivation tools. You can quickly set up a variety of programs for different partner types as well as achievement targets and rewards associated with those programs.

The dynamic leaderboard tracking mechanism of the Sales Gamification Management module helps you ensure your incentives programs are engaging by creating a highly competitive environment for channel sales team. Each sales team has their own individual dashboard so they can regularly track their progress as they pursue rewards and other incentives.



Key Features

- ✓ Program Setup
- ✓ Dynamic Status Tracking
- ✓ Participant Notifications
- ✓ Rewards & Awards Management
- ✓ Leaderboard Setup & Management

Rebates Management

The Sales Gamification Management module makes it easy for your organization to formulate and implement strategies and policies so you can be sure you are providing rebates to your channel partners fairly, equitably and consistently, and in accordance with the values of your organization.

Channel partners use sales gamification management and rebates management tools to drive and track individual performances of sales team members. Rebates management features automate the complete rebates process for maximum transparency and fairness, which are essential to encouraging participation among partner sales reps.

Rebate ID	Date	Customer Name	Order Number	Status
11-0001	2019-01-18	123456789	PO-1000	Pending
11-0002	2019-01-18	123456789	PO-1001	Pending
11-0003	2019-01-18	123456789	PO-1002	Pending
11-0004	2019-01-18	123456789	PO-1003	Pending
11-0005	2019-01-18	123456789	PO-1004	Pending
11-0006	2019-01-18	123456789	PO-1005	Pending
11-0007	2019-01-18	123456789	PO-1006	Pending
11-0008	2019-01-18	123456789	PO-1007	Pending
11-0009	2019-01-18	123456789	PO-1008	Pending
11-0010	2019-01-18	123456789	PO-1009	Pending
11-0011	2019-01-18	123456789	PO-1010	Pending
11-0012	2019-01-18	123456789	PO-1011	Pending
11-0013	2019-01-18	123456789	PO-1012	Pending
11-0014	2019-01-18	123456789	PO-1013	Pending
11-0015	2019-01-18	123456789	PO-1014	Pending
11-0016	2019-01-18	123456789	PO-1015	Pending
11-0017	2019-01-18	123456789	PO-1016	Pending
11-0018	2019-01-18	123456789	PO-1017	Pending
11-0019	2019-01-18	123456789	PO-1018	Pending
11-0020	2019-01-18	123456789	PO-1019	Pending
11-0021	2019-01-18	123456789	PO-1020	Pending

Key Features

- ✓ Reward Addition
- ✓ Reward Management
- ✓ Gift Addition
- ✓ Reward & Gift Claim Tracking

Referral Management

Vendors selling in the channel can manage sales referrals systematically using our end-to-end automated Sales Gamification Management module, and it's easy to configure a multi-level approval process for effective referral management.

Your organization and your channel sales team will have their own referral dashboard to help you regularly monitor the status of each submitted referral. The Gamification Management module's earned commission dashboard allows your organization to closely track the referral commissions awarded to each participating partner.

Referral Add Edit

First Name:

Email Address:

Company Name:

Last Name:

Phone Number:

Area of Interest:

What software is your referral currently using in their business?

Is your referral concerned about security?

Does your referral have any compliance needs?

Does your referral have a request of audit?

Commission Type:

Does your referral have any special needs?

Key Features

- ✓ Referral Submission
- ✓ Referral Review & Approval Management
- ✓ Commission Dashboard Management

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