MAINSAIL™
INCENTIVE COMPENSATION

BEGHOU
CONSULTING

A POWERFUL PLATFORM FOR COMMERCIAL LEADERS AND THE FIELD FORCE

View, manage and adjust everything related to incentive compensation plans in one platform.

Mainsail IC is a robust platform that sits within the Mainsail commercial excellence suite. Built on the powerful Mainsail infrastructure, Mainsail IC allows users to seamlessly organize data, visualize scenarios and make the adjustments they need to manage end-to-end incentive compensation.

INCREASE VISIBILITY

Reps can view their payout details and run what-if scenarios. Managers can view and adjust goals across their sales teams. Mainsail IC gives all stakeholders in a company's commercial operation the visibility they need to administer incentive compensation plans, make needed changes and ensure plans drive high performance.

FACILITATE COLLABORATION

Say goodbye to version-control challenges. With Mainsail IC, commercial leaders can fine-tune plans collaboratively. As a powerful, cloud-based platform, Mainsail IC is built to ensure accuracy and accommodate the workflows of busy life sciences commercial organizations.

CONTROL DATA

Incentive compensation data is sensitive. Spreading that data across platforms increases organizational risk and creates inefficiencies. With Mainsail IC, commercial leaders can keep all their IC data in one platform and strictly manage access across the commercial organization and field teams.

TAILOR TO YOUR NEEDS

Mainsail IC is not an out-of-the-box solution. Instead, Beghou customizes it for each customer, ensuring it meets a company's reporting needs, access requirements and desired level of self-service. Further, every Mainsail IC deployment includes support from Beghou's team of IC experts who help companies design plans, build contests and award programs, and more.

EXPLORE AN ALL-IN-ONE **INCENTIVE COMPENSATION SOLUTION**

THE OLD WAY

PATCHWORK OF TOOLS

DISJOINTED DATA

SPREADSHEET-BASED CALCULATORS

LIMITED VISIBILITY

VS

MAINSAIL™ INCENTIVE COMPENSATION

A SINGLE PLATFORM FOR ALL THINGS IC

SEAMLESS DATA INTEGRATIONS

CALCULATORS THAT FACILITATE SCENARIO-TESTING

DOCUMENT AND APPROVAL MANAGEMENT

KEY FEATURES

- ✓ Change goal parameters and assess scenarios
- ✓ Visualize distribution of goals
- ✓ Track MBO programs
- ✓ Maintain IC plan documentation
- ✓ Create custom dashboards
- ✓ View performance across product lines and sales teams
- ✓ Calibrate payout curves

REQUEST A DEMO TODAY

CASE STUDY

THE CHALLENGE:

A global biopharma company with four sales teams was managing their IC efforts across a handful of platforms (e.g., Excel for scenario planning, a business intelligence tool for reporting, a separate cloud-based platform for document management). This disjointed approach limited commercial leaders' ability to agilely adjust the IC plan. It also hindered sales reps' ability to see how their activities would correlate into payouts.

THE SOLUTION:

Beghou worked with this company's commercial leaders and field sales team to bring all the company's incentive compensation administration efforts into Mainsail IC. The platform became the hub of the company's IC data. Visualizations the company previously built in its business intelligence tool moved to Mainsail IC. Reps gained access to "what-if" calculators so they could clearly map the impact of various scenarios. And managers ran MBO programs and rep performance reviews in the platform.

THE FUTURE:

As a flexible platform, Mainsail IC allows this biopharma company to adjust its IC plans frequently. The platform also helps leadership maintain visibility into overall performance and ensures reps have access to the information they need to drive results. As the company's products mature – and it introduces new therapies – Mainsail IC is built to scale with the company's growth and support its increasingly complex IC administration needs.