



Customer Success Story



“ Being able to quickly calculate and see results immediately.
Dashboard visibility so sales reps can see their progress
throughout the month. ”

Sharon Sweeney, Finance Professional

Company Profile

Company: **Bioventus**

Company Size: **Medium Enterprise**

Industry: **Pharmaceuticals**

About Iconixx

Iconixx delivers compensation management solutions that do nothing less than deliver accurate payments designed for our clients to drive performance day in and day out, sales cycle after sales cycle, year after year. They've delivered customer success for global corporations in technology, finance, manufacturing, and several other vibrant, growing industries.

Challenges

The business challenges that led the profiled company to evaluate and ultimately select Iconixx:

- Purchased Sales Compensation Management solution for the following:
 - Driving an increase in sales rep performance with alignment of compensation to corporate goals / objectives
 - Increasing agility in compensation plan design and change, allowing greater flexibility to respond to market changes and competitive situations
- Experienced the following challenges prior to Iconixx:
 - Manual calculations
 - Limited reporting

Use Case

The key features and functionalities of Iconixx that the surveyed company uses:

Likes the following about Iconixx:

- Flexibility
- Processing speed and ability to scale

Results

The surveyed company achieved the following results with Iconixx:

- Used the following solution prior to Iconixx:
 - Excel
- Chose Iconixx over the competition for the following reason:
 - Flexibility
- Saw an immediate benefit in visibility for sales reps using Iconixx.
 - Has better visibility for sales reps since implementing Iconixx.