

SUCCESS STORY

SAP Commissions at Maui Jim



ABOUT MAUI JIM

Headquarters

Peoria, IL

Industry

Manufacturing

Products & Services

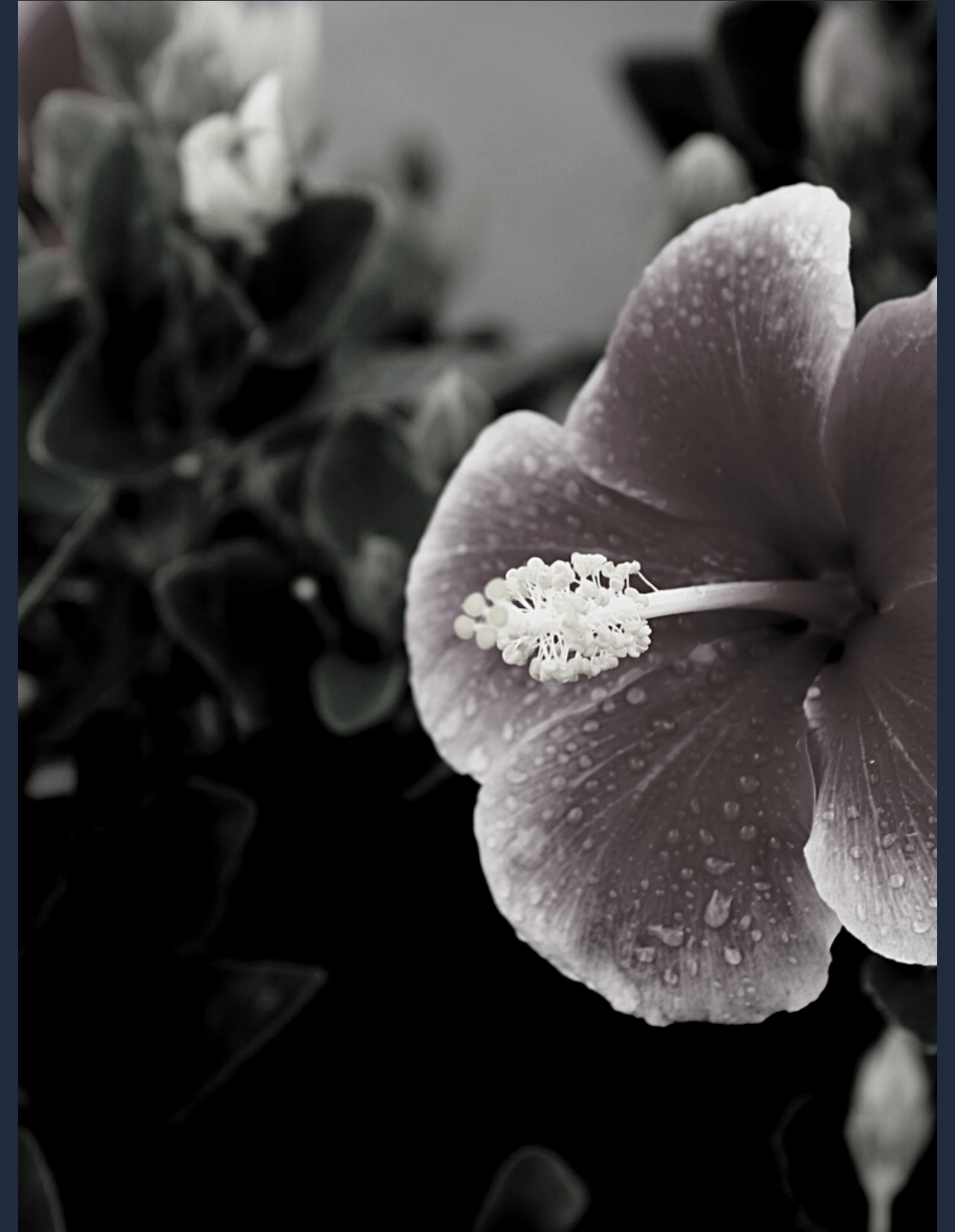
Sunglasses, eyewear, apparel, fashion

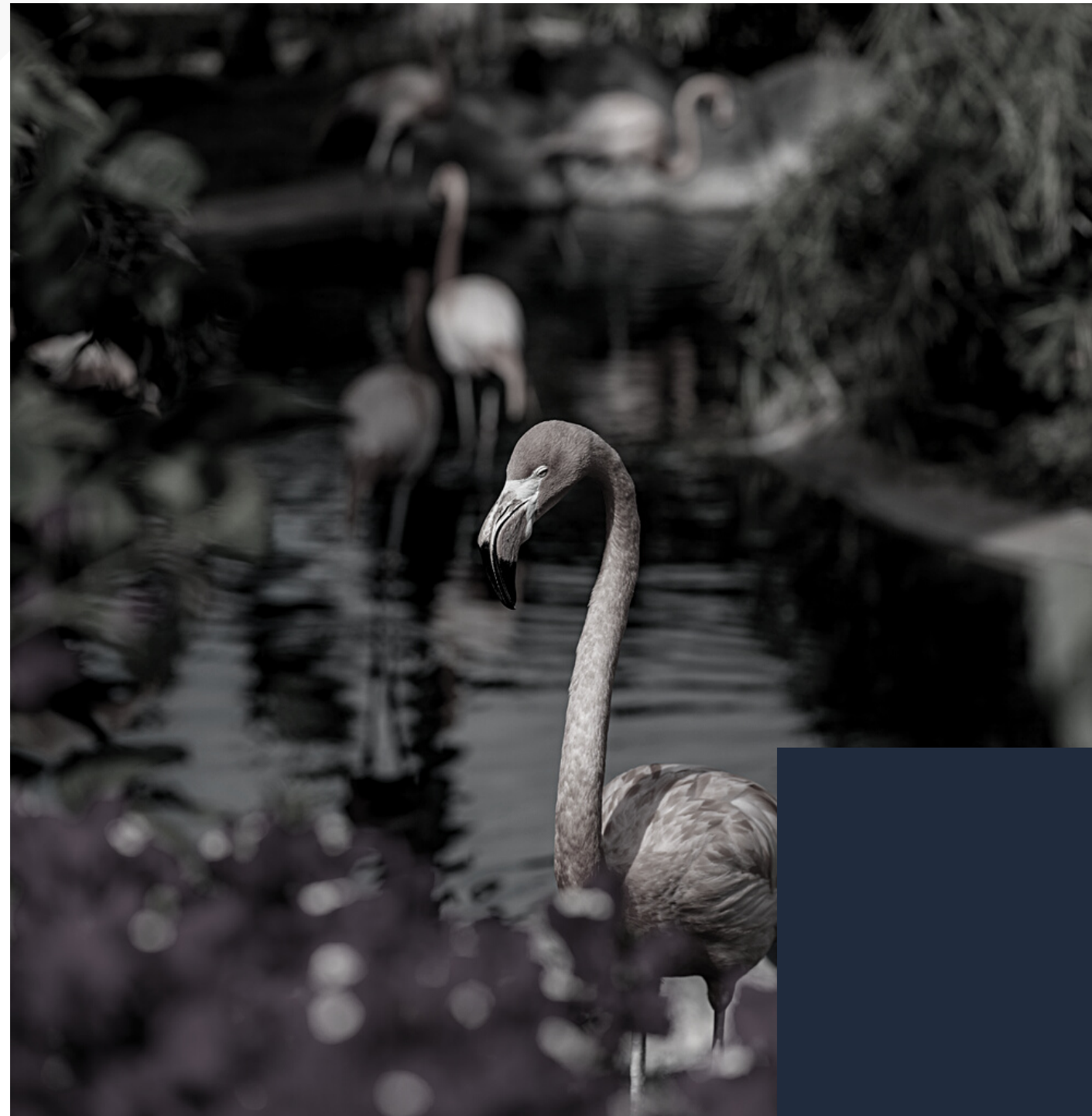
Revenue

\$350M (2017)

WHY SAP COMMISSIONS?

Canidium partnered with SAP early in the sales process and the primary competition was Optymyze. Through some internal SAP transition, contact from the SAP side was minimal while Canidium was able to keep contact throughout. Once SAP reassigned the account, the collaboration between Canidium and SAP was able to successfully turn Maui Jim from implementing Optymyze to seeing the value of the SAP Commissions solution.





THE OBJECTIVE

Maui Jim had elaborate compensation plans all being calculated manually. An SPM solution to manage their commissions, incentive compensation and Kahuna Club (Presidents Club) process was absolutely necessary to give the Account Executive and Sales Management transparency and access to commissionable sales, compensation statements, and Kahuna Club qualification status.



THE RESULTS

- Deliver more standardized and consistent processes for sales operations
- Allow for increased auditability of compensation and accrual processes for finance
- Provide increased visibility for reps into their commissions and an ability to forecast potential outcomes
- Drive better team performance through targeted sales management reporting and analytics

METRICS

- Reduce administrative resources required to support SPM processes

FUTURE PLANS

- Continued progress against long term SPM roadmap, including deployment of additional capabilities to support

A black and white photograph of a waterfall cascading down a rocky cliff in a lush, tropical forest. The water is captured in motion, creating a soft, white flow. The surrounding vegetation is dense and varied, with large ferns and other tropical plants visible in the foreground and background. The waterfall is the central focus, with its multiple tiers and the way it interacts with the rocks and foliage.

1

Week to roll out a radically different compensation plan – unthinkable with the legacy solution

8

Number of incentive plans simplified/consolidated to (from 34) with SAP Commissions