

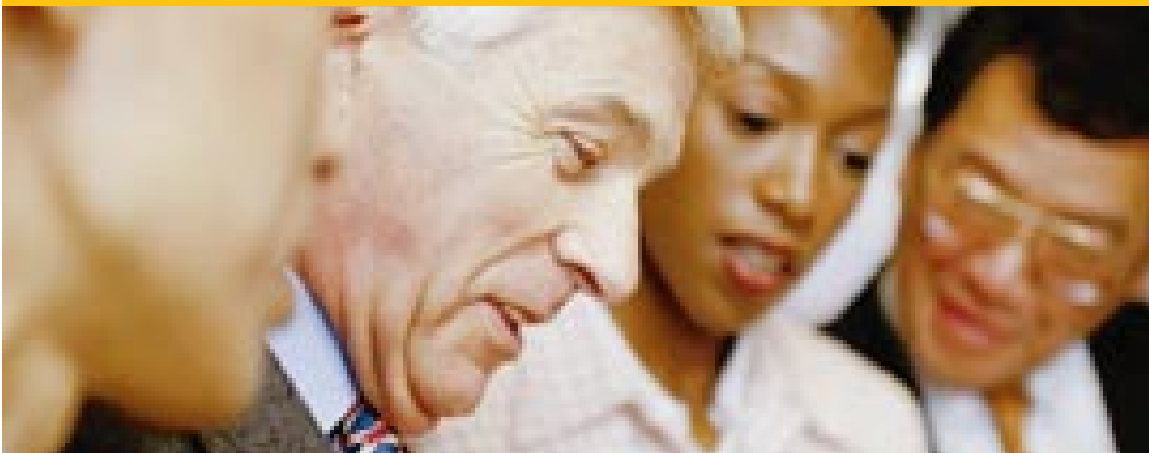
It's Time to Manage



Commissions and Incentives



The Right Way: Your Way!



Introducing INCENTIVE[®]
An ideal complement to your Siebel System.

incentive  systems™

41 Second Avenue
Burlington, MA 01803



INCENTIVE[®]

Helps You Manage Your Incentive Compensation

Too often, it's a struggle to define, calculate, and issue incentive compensation such as commissions, bonuses, and other performance-based pay. The permutations of sales reps, comp and bonus plans, territories, draws, bridges, and special performance metrics can create non-stop headaches for compensation managers and sales analysts struggling with fragile spreadsheets and cryptic formulas. The result: slow payments, difficult adjustments, incorrect commission splits, and inaccurate commission processing.

Fortunately, there's a better way: **INCENTIVE**, the comprehensive enterprise incentive management solution from Incentive Systems. **INCENTIVE** is an easy-to-use, flexible, yet sophisticated enterprise solution for designing, implementing, maintaining, and administering performance-based comp plans.

Combining the flexibility of spreadsheets with the audibility, reporting, and accessibility of a multi-user database engine, **INCENTIVE** helps you plan and manage all of your incentive-based compensation plans: sales commissions, MBO plans, quarterly and annual performance bonuses and more. With **INCENTIVE**, you can implement creative comp plans tied to performance metrics such as prior-year growth, market share, net margin, customer satisfaction, or other goals. That means your comp plan better reflects your company goals.



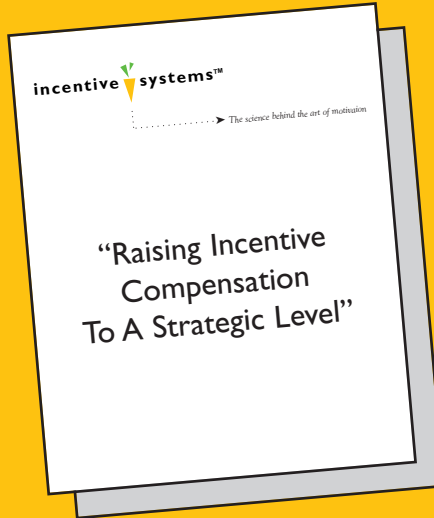
The Only Incentive-Pay Solution To Combine Ultimate Flexibility and Accuracy With High Productivity

Define multiple incentive plans with unlimited plan features for different roles in your company. Simple enough for finance professionals to build plans with robust formula language and point-and-click formula builder. Sophisticated enough to handle all of the cumbersome comp tasks: splits, different credits, management roll-ups, all types of adjustments, chargebacks/clawbacks, team selling, international currencies, and more.

INCENTIVE elevates incentive compensation from a dreary tactical task to a strategic component of your business plan. Now, you can fine-tune your comp plans at a granular level to ensure your company moves in the right strategic direction — and with the assurance that your incentive payments will be fast and accurate.

Manage Incentive-Based Compensation Your Way — With INCENTIVE™!

Please send me a free copy of the Incentive Systems White Paper "Raising Incentive Compensation to a Strategic Level."



NAME _____ TITLE _____

COMPANY _____

ADDRESS _____

CITY _____ STATE _____ ZIP _____

TELEPHONE (_____) _____ FAX (_____) _____

EMAIL ADDRESS _____

What category best describes your role in your organization? (check one)

- | | |
|--|---|
| <input type="checkbox"/> Sales Executive | <input type="checkbox"/> Controller/Financial Manager |
| <input type="checkbox"/> Sales Manager | <input type="checkbox"/> Compensation Analyst/HR |
| <input type="checkbox"/> Sales Analyst/Ops | <input type="checkbox"/> IT Professional |

Approximately how many employees are within your company? (check all that apply)

- 200-499 500-999 1000-4999 5000 or more

How many are on an incentive-based compensation or bonus plan! _____

Do you currently use a Sales Force Automation Package?

- Siebel Vantive Aurum/Baan Other _____

Do you have an approved budget for implementing an incentive-compensation management solution? Yes No

What is your approximate timeline for the project? (check one)

- 0-3 months 3-6 months 6-12 months 12+ months

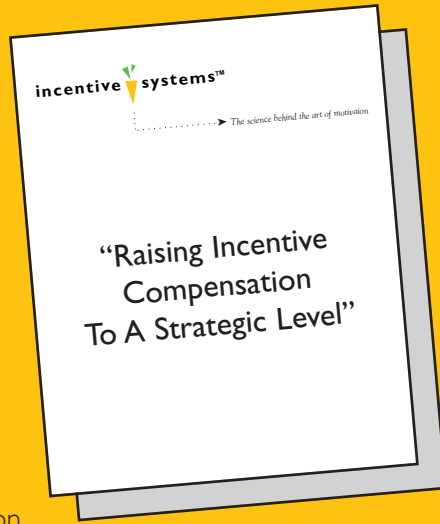
Would you like an Incentive Systems representative to call you? Yes No

For faster service, call **1-877-SALESCOMP**,
or visit us at **www.incentivesystems.com**.

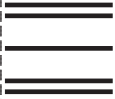
**Send or Call
For Your Free
White Paper!**

If you'd like more information about how you can raise your incentive-based compensation

to new levels of speed, flexibility, and accuracy, return the attached reply card. We'll send you a free copy of our White Paper, "Raising Incentive Compensation To A Strategic Level." For faster service, call today 1-877-SALESCOMP or visit our web site at www.incentivesystems.com.



Place
Stamp
Here



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