

WE DO SPM AND TOTAL PAY IMPLEMENTATION SERVICES

We deliver customized, high value
solutions in SPM and Total Pay

HIGH PERFORMANCE PROJECT
PLANNING

RAPID, AGILE DEPLOYMENT

LEADING EXPERTISE AND
COMMUNICATION

DELIVER PROJECTED COMMERCIAL
BENEFITS

IMPLEMENTATION SERVICES

Achieve the projected benefits from
your chosen SPM or Total Pay system rapidly

Lanshore are SPM and Total Pay implementation specialists

Lanshore's implementation services are based on specialist experience, combining commercial understanding, rigorous project management and a deep knowledge of sales performance management (SPM) and Total Pay technology.

Proven, customized solutions

Whichever leading technology you select for your deployment, we have the skills to configure it to meet your needs precisely. To give you the custom solution that matches your unique business and sales operation, we deliver exceptional strategic architecture and build proprietary software where needed for a perfect fit.

High performance project approach

We deliver end-to-end implementation services designed to meet the exacting demands of successful, large-scale and fast-growing businesses.

- Vendor and technology agnostic
- Expert functional and technical resources
- Full knowledge and compliance to industry standards
- Rapid, agile, iterative development methodology
- Hands-on project managers with consultant experience
- Satisfaction-led approach with excellent communication
- Validation techniques
- System training
- Day-to-day operational support



USING OUR PROVEN, ITERATIVE METHODOLOGY, WE BUILD TRACTION AND MOMENTUM AS THE PROJECT PROGRESSES

An agile framework plus due diligence and systematic project management means we provide you with continuous accountability.

We deliver testable product work in chunks, continually minimizing and correcting defects. The methodology means we can adapt nimbly to change and risks in your dynamic commercial environment.



TRUST LANSHORE TO DEPLOY AN SPM OR TOTAL PAY SOLUTION THAT MEETS ALL YOUR EXPECTATIONS

"We help companies grow revenues and enhance their salesforce experience while reducing overall cost of sales."
Douglas Erb, CEO

"REDUCE OVERPAYMENT ERRORS BY MORE THAN 90% BY IMPLEMENTING SPM AND REDUCE OVERPAYMENT [VALUE] UP TO 10%."

Gartner report: Don't let tactical ICM wins hinder a strategic approach to sales performance.

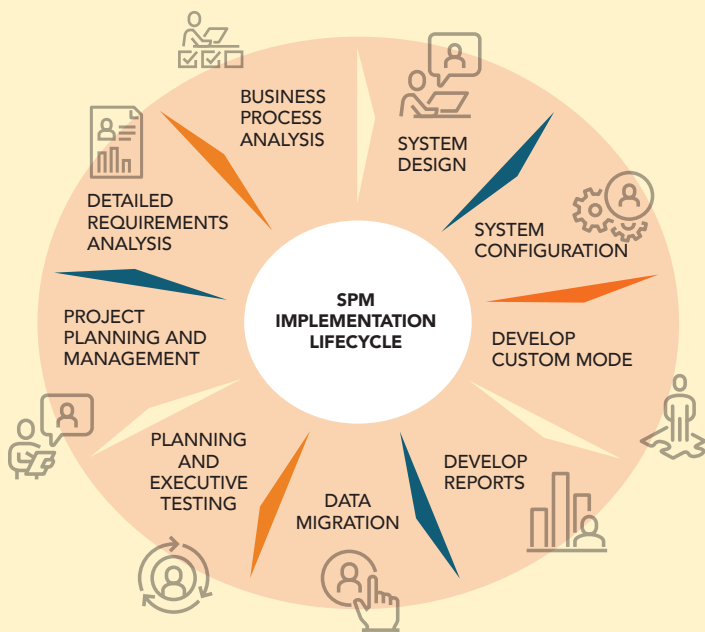


HOW IT WORKS

SPM AND TOTAL PAY: TYPICAL COMMERCIAL BENEFITS

OPTIMIZED GOVERNANCE MODEL	REDUCED SYSTEM COSTS	REDUCED OVERPAYMENTS	INCREASED TIME FOR SALES	REDUCTION OF SALES TEAM TURNOVER
Reduce IT/admin staffing by 50% Reduce processing times by 40%	50% decrease (new SPM deployment vs old)	3-5% less in value 90% error reduction	More time for sales effort 10% improvement in sales revenue	Lower sales team turnover 10% fewer resignations

* Based on Lanshore experience of customer implementations 2015-2018



The Business Benefits

ROI across your organization

Implementing best-in-class technology only brings you value and advantage when it's fully aligned to your business goals. We measure success in context of the complete impact of the solution on your organization. That means:

Efficiency: seamless integration

Productivity: optimized business processes

User adoption: successful behaviour change

Commercial value: meet corporate objectives

Responsive, intelligent implementation services

Listening and adapting to each client's particular needs and the subtleties of their project is a key strength at Lanshore. We draw on deep domain expertise to guide your decision-making, basing recommendations and the implementation project plan on outstanding technical knowledge and real-world program deployment experiences in a wide range of industries and sectors.

**LANSHORE: AT THE FOREFRONT
OF SALES TECHNOLOGY**

WHAT CAN WE DO FOR YOU?

TRUST US TO HELP YOU ACHIEVE SPM AND TOTAL PAY PROJECT BENEFITS, FAST

Supporting successful commercial sales and operations

Successful businesses need proven, effective solutions deployed on time and on budget. Choose Lanshore as your implementation services partner and you'll reap the projected benefits of your chosen solution rapidly. We'll work with your teams, processes and priorities to bring the programme together efficiently and to deploy with minimal disruption to your day to day business.

Proven experience to meet commercial targets

At Lanshore, we're experts in delivering solutions in SPM, Incentive Compensation Management (ICM) and Total Pay. We have deep experience tackling the challenges of complex variable compensation plans for national and global organizations.

We can help you compensate your people accurately and on time and give them the tools and reporting they need to work smarter, cutting admin and providing insight that makes them more productive and successful. You'll benefit from reduced costs and overheads, more flexibility to adapt plans to support business goals, greater employee satisfaction and a reduced risk of disputes.



"Working with Lanshore simply makes my life easier and my relationship with my internal business units that use the technology stronger."

Head of IT, UK Banking Sector Client