

# Leaderboards



# Keep Tabs on the Team

Leaders of sales organizations want to harness the healthy and competitive culture of their teams to achieve better results. Performio Leaderboards help you monitor every aspect of sales performance to drive higher performance, and motivate teams to reach personal quotas and corporate goals.

The key: real-time visual information – across the organization – that communicates performance levels in the form of a stack ranked leaderboard. Performio Leaderboards help you answer questions such as:

- ? Which reps are on track to achieve quarterly or annual quotas?**
- ? Who should receive the \$1,000 spiff for finishing the second quarter in the “Top 5” for customer retention?**
- ? How close am I to achieving President’s Club status?**

With Performio Leaderboards, you can see each rep’s revenue and quota, forecasts, pipeline data, rankings, trends, and more. That means you and your team can continually respond to opportunities and adjust for changing sales conditions.



## Create Custom Rankings

Create as many different leaderboards as you need – each of which can contain rankings for up to 50 metrics or components for your commission plan – or even parameters unrelated to your sales plan. For each metric, you can calculate rankings (ascending or descending order) and apply a weighting for each metric. Performio can also calculate a weighted sum or average of ranks across the metrics to produce an overall ranking.



## Filter Rankings By Eligibility

You can add eligibility rules to any metric in your sales commission plan. For example, you might want to create leaderboards that show only the sales reps who have achieved goals on 50% of metrics. That can show you, for instance, who's qualified for a reward, bonus, or trip.

## Scorecard: An Unlimited Number Of Metrics

Performio's sales leaderboards let you create a broader view of performance within your organization. You enjoy the freedom to configure your leaderboards by adding any result or value from the commission calculation results.

# Control Access

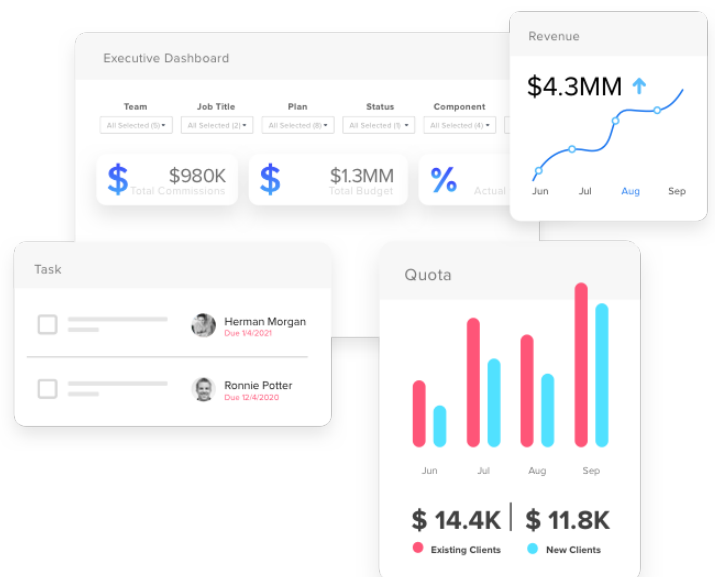
Use Performio's role-based access to restrict a leaderboard's visibility to your executives or regional managers and provide them insight into top and bottom performers. Likewise, you can define leaderboards to be available to managers who are members of the sales leaderboard – but not the salespeople.

# Provide Multi-layered Rankings With Group Filtering

You can embed leaderboards within leaderboards or configure leaderboards to show salespeople how they stack up within the organization, their region, their immediate team, or role.

# Achieve Greater Sales Transparency

Everyone on the sales team wants to see their progress and understand the precise impact their efforts have on the organization's goals. Performio Leaderboards show your sales team the payoff – for themselves and the organization – to keep them focused on improved outcomes.



## View Real-time Feedback

Performio's Leaderboards deliver regular feedback in real-time. You and your teams can track multiple key performance indicators and see incentives, graphics, and videos within Performio. That provides incentives for the rewards and recognitions underpinning the leaderboard (e.g., President's Club).



## Easily Motivate Salespeople

You can easily see how each member is performing and what they need to do to meet their quotas. You can even introduce gamification to your team and create a healthy, competitive environment where everyone is invested in exceeding their goals.

## Improve Your Coaching

Thanks to timely data and visualizations, you can help your sales teams hit quota and increase their engagement. Performio helps you “coach-up” your team by delivering insights they need.

Performio clients consistently report that their employee engagement increases significantly after deploying sales leaderboards. Get the insights you and your teams need to pursue stronger revenue outcomes.

For more information, visit [www.performio.co](http://www.performio.co)

## About Performio

Performio is a new breed of incentive compensation management software that combines enterprise-grade functionality with the ease of use required of modern software applications. Their product is used by large global enterprises such as Veeva, Optus, REA, Johnson & Johnson, and Vodafone, as well as growing mid-market companies worldwide. Performio's feature-rich cloud application enables enterprises to automate their sales compensation calculations and provide increased transparency to their sales reps so they can adapt to changing market conditions with confidence.

For more information, visit [www.performio.co](http://www.performio.co)

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