



Centralized Information Equals Improved Efficiency

Key Features

- **Centralized Demographic, Alignment, and Eligibility Information**
- **Easily Search for and Maintain Roster Information**
- **Easily Transfer Reps from Territory to Territory**
- **Plan for Alignment Changes in advance with effective dating**
- **Generate Roster at a Point-in Time**
- **Track Important Eligibility Events on an Integrated Calendar**

Aspect Consulting's SalesForce Roster application can dramatically improve productivity by providing one centralized source of sales force information, integrated with important eligibility and alignment information.

Manual and fragmented administrative processes can lead sales organizations to spend countless hours on administrative issues surrounding the tracking of employee status changes that affect compensation eligibility and alignment.

With one centralized source of data, you can eliminate reconciliation activities with employee data sources, and streamline reporting and eligibility communication activities.

Aspect Consulting has used best in industry knowledge to develop an intuitive tool that will increase the efficiency of your sales operations team by reducing the need for manual reporting and the time-consuming tracking of updates to employee information.



Solution Capabilities

Key Product Features

Easily View or Update Key Rep Info

Easily search for and maintain key info for a rep

Users can

- Search, view, export, and print key sales force roster information for both active and inactive employees using multiple search criteria.
- Maintain multiple addresses.
- Maintain a photo history of each sales rep.
- View historical employee alignment information.

Easily Plan for Future Alignment

- Define alignment and eligibility compensation with effective dating to plan for alignment and compensation changes in advance.
- Set temporary territory coverage responsibilities with effective dating.
- Easily transfer reps from one territory to another

View Point in Time Roster Details

Easily view past or future alignment and eligibility information

Users can select a range of dates and generate roster details at that point in time or timeframe. When you can to easily view past or future

Integrated Event Calendar

Track important eligibility events on an integrated Event Calendar

Users can maintain field training dates, incentive compensation periods, annual holiday dates, and sales contests in a flexible calendar interface that can be viewed monthly, weekly, or in a timeline view.

- Maintain a calendar of important events that affect eligibility by product or sales force.
- Track events such as incentive compensation periods, holidays, and training events.

Streamline Reporting Activities

Users can generate full roster extracts, photo rosters, roster changes, and eligibility reports.

Users can print, export, or email the report to selected (maintainable) distribution lists.

- View past reviews to help assess and track individual sales rep progress..
- View product performance and year-to-date performance summaries across reps.
- Export, print, and send summary information via email.

Realize a Significant Return on Your Investment

Contact Aspect Consulting today for a product demonstration and we can show you the kind of ROI that **SalesForceRoster** can produce for you.



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