

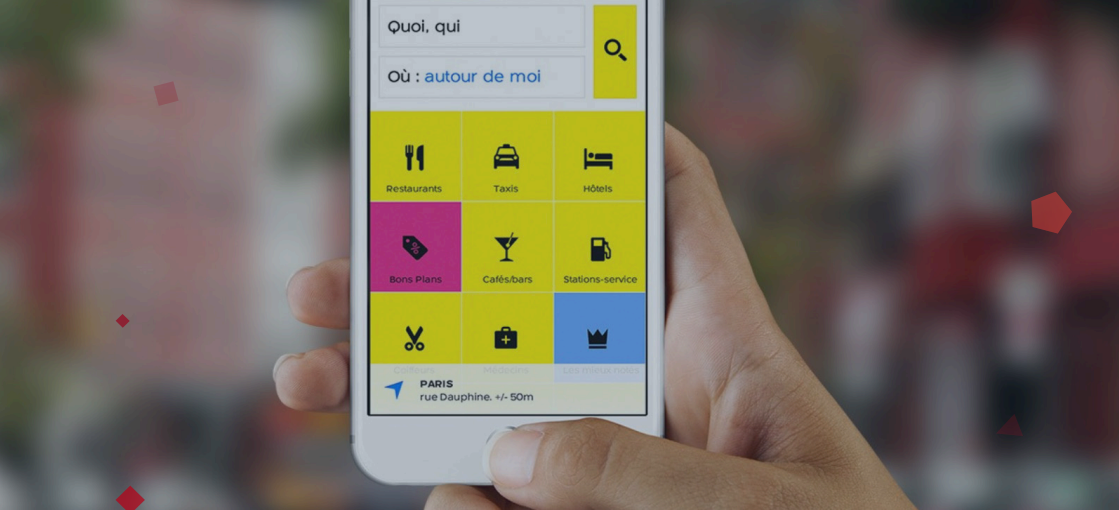
Success Story
Technology and Business Services Industries



Rethinking Sales Compensation to Meet the New Demands of the Business

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Pages Jaunes is the main subsidiary of SoLocal Group. The Group generates €812 million, serves 490,000 businesses, and has 4,800 employees.

Pages Jaunes is the former French “Yellow Pages” and specializes in providing local advertising and company information on the internet and in mobile and print media. It is also France’s largest developer of corporate websites.

Need



Pages Jaunes began a salesforce transformation as its business model transitioned from paper to digital. They had three clear goals:

1. Cost control, owing to automation and full visibility.
2. Flexibility, to allow plans to include many objectives, rules, and KPI’s, and support complex compensation mechanisms such as carry-forward process.
3. Adaptability, thanks to quick and easy modification of plans on the fly.

Solution



To address these challenges Pages Jaunes selected beqom's Sales Performance Management solution, giving them the ability to support their complex sales strategies without compromise.

The solution now rests in the hands of the business user, and HR is able to adapt quickly to the market. As a result, they now provide their employees with a clear picture of the link between performance and their personal objectives, ensuring fairness and transparency across the compensation process.

Corporate Snapshot

Sector: Business Services

Headquarters: Paris, France

Total employees: 4,800*

Total revenue: €812 million

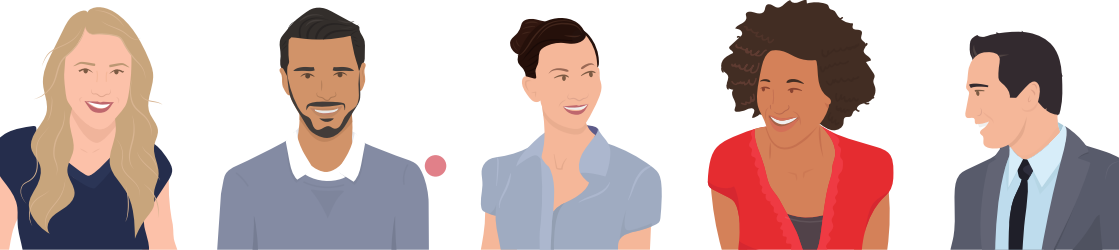
*Based on data of Solocal Groupin 2017

Benefits



By leveraging beqom, Pages Jaunes:

- Improved sales motivation through better communication, transparency, and the representative's simulation capability.
- Reduced frustration and turnover, resulting in deeper engagement of the managers.
- Sales representatives like the integration with Salesforce.com®.





Happiness is the best driver of success

Our mission is to make the workforce of our customers happy. beqom drives happiness by allowing business managers to lead, align and motivate employees and partners. The beqom Total Compensation solution is used globally across all industry sectors by over 100 large companies such as Microsoft and Vodafone. It addresses all performance and compensation aspects such as salary review, bonus, long-term incentives, commissions, benefits, non-cash rewards and all key drivers towards employee performance and sales performance.

HR, sales and finance departments leverage our platform to drive performance, retention, cost optimization and... happiness among their people.

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