



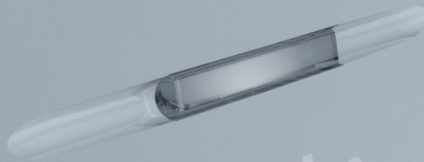
Success Story
Telecommunications Industry

Sunrise

How Sunrise Gained Tighter Control and Governance Over Their Commissioning Processes

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Sunrise

Sunrise

Sunrise is the largest private telecommunications provider in Switzerland, that covers the full range of telecommunications: mobile, landline network, internet and digital TV. Sunrise focuses on its customers' needs and satisfaction to delight them with innovative products and services.

Need



To boost the Company's profitability and cash flow, Sunrise planned to employ five key strategies, with the goal of becoming the most recommended telecommunications provider in Switzerland.

Among these five key strategies, growing the enterprise market share by expanding distribution channels and evolving the portfolio to continuously address customer needs was a top priority. To achieve this vision, Sunrise decided they needed a powerful, reliable solution to manage commissions for their dealer network in Switzerland.

What Sunrise needed was a single, fully integrated system within the Sunrise IT landscape and processes, allowing them to process commission events daily, granting business users to view the preliminary dealer statements and additional reports up to date each single day.

Solution

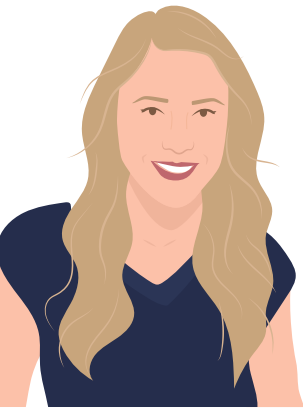


To address their challenges Sunrise selected beqom's Sales Performance Management solution, gaining tighter control and governance over their commissioning processes and parameters.

As a result, they now manage the commissions of their dealer network in Switzerland, with integrated channels, partners, and dealers directly into their compensation processes. This enables them to have a clear view of their incentive plans and performance drivers. In addition, channel partners can access real-time incentive calculations with transparent and accurate payment details.

Gary Davenport, Manager of ERP & BI Technology at Sunrise

"To achieve this goal, we knew a full integration within the Sunrise IT landscape – mainly with SAP ERP and the Sunrise Data Warehouse – was a key success factor."



Benefits



By leveraging beqom, Sunrise:

- Set up an SPM solution that fully integrates within their IT landscape and processes.
- Simulated their commissioning results based on modified commissioning parameters.
- Allowed business users to see the preliminary dealer statements and additional reports up to date each day.



Corporate Snapshot

Sector: Telecommunications

Headquarters: Zurich, Switzerland

Total employees: 1,713*

Net income: CHF 505 million*

Total revenue: CHF 1.85 billion*

*in 2017

Gary Davenport, Manager
of ERP & BI Technology at
Sunrise

*“Combined with
a track record of
similar complex
and mission
critical projects,
beqom helps us
in significantly
reducing existing
OPEX costs at
Sunrise.”*



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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