

WorkStride[®] Incentives

KEY FEATURES

- 100% customizable
- User segmentation
- Run multiple promotions at the same time
- Advanced game design
- Social stream and leaderboards
- Integration with POS, CRM and payroll systems
- Real-time reporting
- Rewards mall

BENEFITS

- Increase revenue
- Cultivate channel loyalty
- Keep your sales team engaged
- Pay for what you use and nothing else

WorkStride Incentives is a fully customizable software-as-a-service (SaaS) solution that helps you motivate and manage your indirect sales channel's performance with quick and easy contest creation, sales entry, configurable reporting, and rewards fulfillment.

CONFIGURE AND CUSTOMIZE THE PLATFORM TO SUIT YOUR BUSINESS NEEDS

Every organization has its own unique business needs and goals; yours is no exception. WorkStride Incentives is the most customizable sales incentives platform in the world—let us know what you need, and we'll build out the programs for you. You can also build them yourself from within the platform, segmenting by region, user group, or any criteria you require. Promotions can be as simple or as sophisticated as you need them to be.



INTEGRATE SEAMLESSLY WITH YOUR EXISTING SYSTEMS

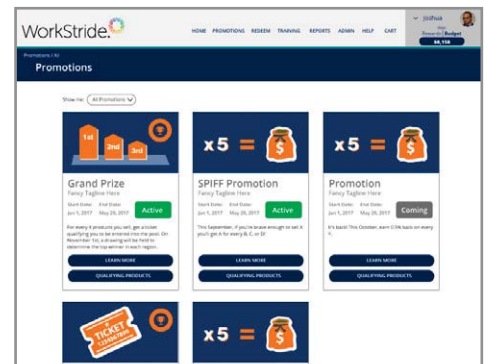
WorkStride Incentives works well as a standalone product, but why should you have to input your user and sales data manually if you have systems handling that for you already? Integration with your existing payroll, HRIS, POS, LMS, PRM and CRM systems allows your data to stream to WorkStride Incentives in real time or in batch format via SOAP or REST-based APIs. Some of our out-of-the-box integrations include, but are not limited to, Sisense, Paypal, iQmetrix, ADP, Twilio, SAP, and Lawson.



RUN MULTIPLE PROMOTIONS AT ONCE

You can run as many promotions as you like at any given time to any group of users. Depending on the audience size, you can run traditional SPIFF campaigns, lotteries, tiered rewards contests, "grand prize" overall contests, or work with our team to create custom promotions.

Experiment with different promotion structures to determine the correct ratio between rewards and results, or run pilot programs for specific segments of your channel before you roll out to a wider audience.



An international telecommunications firm saw a **23%** increase in sales throughout dealer locations using WorkStride Incentives.

CONTACT US

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PROTECT AGAINST FRAUD

WorkStride Incentives provides several methods to protect against malicious activity and validate sales data, saving our customers money and improving the integrity of the program. Our administrative tools speed up the audit process to protect against fraud or accidental double submissions.

Admins can also set auto-validation rules and thresholds to reduce the amount of existing manual audit processes. Plus, integration with POS data further automates the validation of sales submissions, lowering the ongoing cost of sales validation.



TRACK PROGRESS WITH CUSTOMIZED REPORTING AND ANALYTICS

WorkStride Incentives offers a generous amount of reports out of the box. Individual users can view their own stats and goal progress through personalized dashboards, while administrators can view detailed reporting on program performance, sliced any way they like. We can tailor your reports to specific programs, regions, stores or users, or base it off specialized criteria of your choosing.

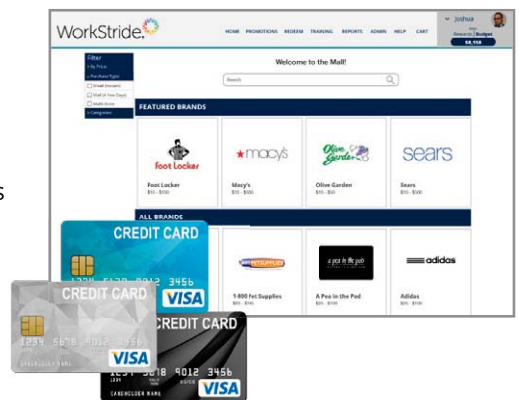
Claim Number	Full Name	Promotion Type	Status	Submission Value	Submitted on
00001	Philip Miller	D. Semco/P21 Rental	Audit	\$50.00	08/22/2016
00002	John Smith	B. Semco/P21 Rental	Audit	\$50.00	08/22/2016
00003	Carol Adams	B. Semco/P21 Rental	Audit	\$50.00	08/22/2016
00004	Jane Doe	CarMax Expansion Pack	Approved	\$100.00	04/26/2016
00005	Noah Williams	CLP-500 QuickStart DVD	Approved	\$50.00	04/26/2016
00006	Ernest Brown	CarMax Expansion Pack	Approved	\$100.00	04/26/2016
00007	Chris Davis	A. Semco/P21 Rental	Approved	\$50.00	04/26/2016

Some ways to use the data include:

- **Identifying** the low-performing segments of the channel and being able to deploy members of your field sales organization to address the problem areas
- **Discovering** high performers down to the individual sales rep
- **Measuring** the impact of training and supporting materials on revenue
- **Experimenting** with different incentive structures and compare results across multiple promotions

MOTIVATE PARTICIPANTS WITH REWARDS

WorkStride Incentives provides any types of rewards that are proven to motivate your program participants, including cash, company store items, merchandise and access to our large Rewards Mall, featuring a true retail shopping experience in which recipients can shop at hundreds of retailers with no markups and no arbitrary points values.



CONTACT INCENTRA TODAY FOR A DEMO OR TO LEARN MORE:
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