

Fortinet Partners with Intangent to Implement SAP Commissions to Improve Critical Business and Operational Processes

CASE STUDY

"Intangent's implementation team has been excellent to work with during our SAP Commissions tool implementation project under tight timelines. The team understands our business needs, has deep product knowledge and has frequently guided us to solutions that automate our sales compensation processes to gain efficiencies. On top of that, the entire team is professional and easy to work with."

Kim Chung, Director of Global Sales Compensation

Fortinet is an American multinational corporation headquartered in Sunnyvale, California. It provides industry-leading integrated and automated cybersecurity solutions, such as firewalls, anti-virus, intrusion prevention and endpoint security. Its revenue reached 3.34 billion in 2021 with 3,500 Global Payees.

Highlights

Challenges

- Replace existing legacy system (Access DB/Excel)
- Provide business intelligence through dashboard reporting and analytics
- Improve security controls and financial compliance
- Manage disputes more effectively
- Manage plan document distribution and acceptance more effectively

Solution

- Partner with Intangent: an SPM deployment expert with 17+ years of industry experience
- Build a comprehensive project plan for implementation to simplify and automate compensation processes
- Set up automation and self-serve options to save time and build operational efficiencies

Results

- A "one-stop-shop" for incentive compensation management
- Minimized TCO through high rates of adoption and automation of commissions
- Faster results and more visibility for employees

Overview

Finding the right partner to help them implement a new SPM solution

Having previously had challenges at implementing SPM solutions, Fortinet partnered with SAP and Intangent to focus on maximizing ROI and minimizing TCO through high rates of adoption and automation of SAP Commissions. The program successfully automated critical business processes and operations from complex crediting, compensation plan letter distribution, financial accruals, and operational audit reports.

With Intangent, Fortinet is now able to manage a comprehensive sales performance management solution that takes full advantage of the SAP Commissions platform.

Maximize your sales performance management potential.

Find out how Intangent can help you plan, implement, manage, and optimize leading SPM solutions today.

[TALK TO AN SPM EXPERT](#)