

Overview

Incentive Management is proven to motivate employees to work towards corporate goals. But for many financial institutions, dedicated systems are not practical, and alternatives, such as spreadsheets, require so much time and effort to maintain and reconcile that the overall value is questionable. Consequently, many institutions forgo incentive management or struggle under its weight.

Quantum® eliminates these barriers, making it easy to align employee incentives with corporate goals, and to accurately link performance with payouts.

Combining structure with versatility, Quantum® brings convenience and accountability to a complex practice. It captures the science of incentive management, nimbly transforming strategic initiatives into measurable actions.

Incentive Management Drives Revenue Growth & Quantum® Drives Incentive Management. It's that Simple.

Quantum® is a flexible framework that allows you to tailor incentive management programs to fit your needs. The interface naturally guides the planning process. Instead of spending time verifying results or updating and distributing reports, you focus on truly important things such how to reach your goals more efficiently.

The more you use Quantum®, the more you'll appreciate its forecasting power—knowing how changes may affect the bottom line is vital, especially for institutions that want a smooth migration to a higher mix of variable compensation.

Quantum® is perfect for financial institutions who want a convenient, consistent approach to Incentive Management.

- Incentives can be based on any measurable activity; transactions, quality referrals, completed phone calls, etc.
- New plans can be created simply by copying and modifying an existing plan.
- Plans can be integrated; for example, branch results can roll up to a regional plan or a team leader's results can roll up to a manager's plan *and* a regional plan.
- Consider more than just job junction; include other factors such as full-time or part-time status, newly hired or specially trained employees, and different management levels.
- Tiered goals mean payouts are based on true performance. For example, when stretch goals are met additional bonuses and bigger rewards can kick-in.

Useful reports are essential to a well-managed incentive program. One report that is especially popular shows exactly where everyone stands with regard to their peers, motivating employees to always do their best. Quantum® is also transparent and offers audit trails, making it compliance friendly.

Quantum® imports and exports data as needed (spreadsheets, payroll, etc.) and works with core processors such as Fiserv and Metavante. Quantum® also interfaces with Customer Opportunity Advisor™ from ASA. COA™ is an Opportunity Management platform that streamlines and optimizes sales, marketing, and customer service including onboarding, cross-selling, case management, and retention.

Despite its power, Quantum® is an off-the-shelf solution and requires minimal customization which ASA provides.