

## BP4Apps Incentive Compensation

### Extensive knowledge models for functional structures of the Oracle Incentive Compensation Cloud

#### Simple calculation of variable sales compensation

Oracle Incentive Compensation Cloud, part of Oracle Sales Cloud, can be used to calculate variable sales compensations. A complete ERP and HCM integration allows for an accurate compensation calculation. Real-time insights and powerful analytics provide accurate visibility into sales target achievements. This provides an incentive for the sales team to meet those goals and boost performance

#### Comprehensive process and application knowledge

With Horus BP4 Incentive Compensation, the user or application expert receives an easy-to-use knowledge-based system, which is obtained as a service from the Horus Public Cloud. The Horus Knowledge Explorer provides comprehensive business process knowledge for the relevant Oracle application modules. The access for the users is target group oriented and related to the respective purpose of use. This also applies to the possibilities for invaluable knowledge exchange within the company.

#### Components of the knowledge product BP4 Incentive Compensation

An extensive knowledge base is the core of Horus BP4 Incentive Compensation and allows the user a profound insight into the functional structures of Oracle Cloud Applications. This knowledge base consists of easily comprehensible, logically linked models that provide different perspectives on the user-relevant aspects of Oracle Cloud Applications.

The core consists of the following modeling components:

- Sales targets
- Variable compensation

**Oracle Incentive  
Compensation Cloud**