

The Salesforce logo, consisting of the word "salesforce" in white lowercase letters inside a blue cloud-like shape.

SPIFF Quick Start

*Connect Salesforce to one core business system with pragmatic scope.*

**brysa**





We are Brysa

# brysa

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Of Spanish origin meaning “Breeze”.  
A Personalisation, Operational automation,  
and Salesforce modernisation company.



## Our Expertise

At Brysa, we specialise in enabling organisations to unlock the full potential of Salesforce. Our quick start packages are designed to help you get up and running swiftly and cost-effectively.

## Our Approach

We understand the importance of seeing a return on your investment quickly. Our structured methodology eliminates the uncertainties often associated with traditional engagements.

## Our Promise

Exceptional quality, tailored to your needs, delivered on time and within budget.



Automate commission calculations and improve trust in earnings data with a clearly scoped first implementation designed to replace spreadsheet-heavy incentive administration with **Brysa SPIFF Package**.

Ideal for sales organisations with one core compensation model and a need for cleaner monthly close.

Fixed-price delivery with practical limits around plan families, participant roles, rules and reporting.

Parallel-run validation, admin training and 30 days of hypercare after first live cycle.

**£5,500 excl Tax**

## What is included in this SPIIFF Package



### Discovery

- Kick-off with RevOps + Finance
- Current-plan review
- Pain-point assessment
- Source-system review

### Plan and Design

- 1 primary plan family
- Up to 3 participant roles
- Rule workbook
- Thresholds, caps and splits

### SPIIFF Configuration

- Environment setup
- Salesforce data mapping
- Up to 15 rules
- 3 standard reports

### Validation and UAT

- Sample parallel run
- Monthly-cycle dry run
- Defect triage
- Minor tuning

### Enablement and Handover

- Admin training
- Rep enablement session
- Go-live checklist
- Process handover pack

### Commercials and Scope

- Fixed £5,500 exc VAT
- 4 weeks implementation
- 8 hours of support (21 days)



## What is not included?

While our package is comprehensive, some elements are **outside the scope**.

However, for these additional features, our team can work with you to create custom solutions.

### Features that are not a part of this Package:

- Payroll integration or tax-treatment design
- Multi-country legal or compliance analysis
- Custom BI model or executive incentive redesign
- Partner or channel incentive structures
- Large historic remediation or dispute handling



Prerequisites

To ensure smooth implementation, we require

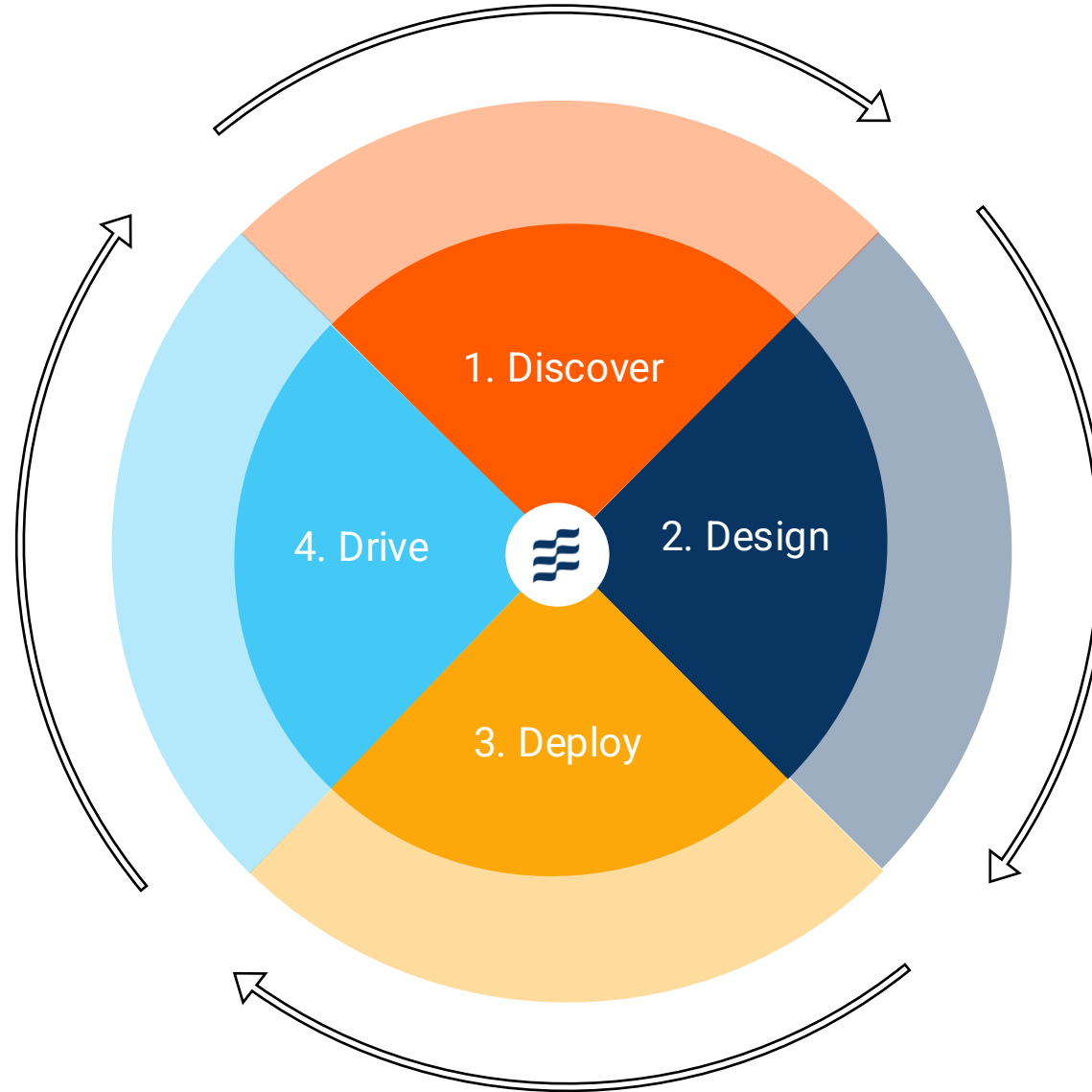
Signed Statement of Work (SoW) with **Brysa**.

Spiff licences and clean Salesforce crediting data ready.

Named plan owner plus sales operations and finance approvers.



# The Brysa Way

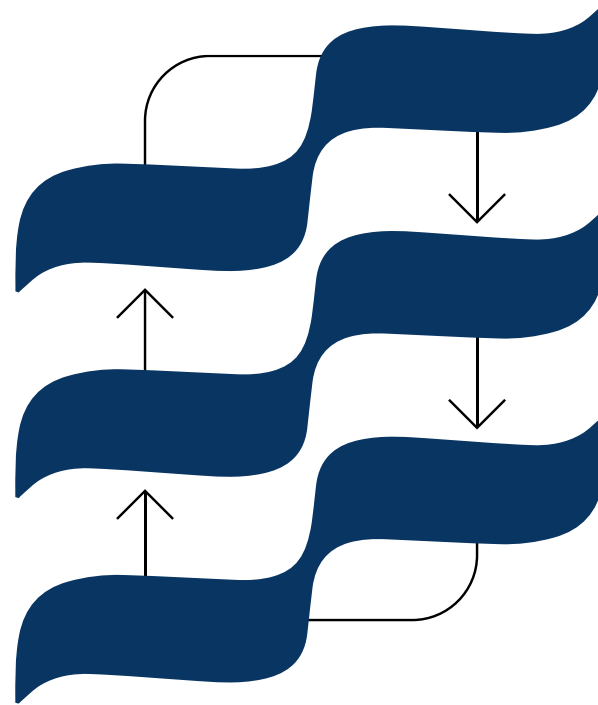


As trusted Salesforce experts, Brysa is committed to delivering excellence.

Our experienced consultants coupled with a client focused approach make us the partner of choice for organisations looking to achieve Salesforce success.



We call this the  
**Brysa Effect.**



Automated operations.  
Systems harmonised.  
Technical debt reduced.  
And employees in **flow**, embracing  
an AI-powered world.



Who Am I?



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