

COMMISSIONS ENGINE ROLLOUT



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External IT groups can help a business scale by not only developing new applications but by also supporting and optimizing them as needed to help a business change direction or implement needed changes to their workflows and goals. Our client's project was an application development for supporting their Promotion and Commissions Rollout.

Impact

Cyber Group had already taken over as the production support team of the commissions and genealogy engine for our client. The CEO of the company then wanted to revamp the commissions plan significantly. The business was gaining traction and the CEO had an ambitious goal to recruit a significant number of associates quickly. Instead of going to the author of the commissions engine (Exigo), they gave the Cyber Group team the challenge of making these changes happen. They saw that our approach was highly effective because of our value engine and the price was less than what they would have paid Exigo.

Solution

The technology stack utilized was the Wordpress CMS, SQL, and Exigo, along with our customized .NET to use with Exigo. Because of our value engine and the project acceleration associated with the value engine, we were able to give them a faster time to market. We met the deadline before their annual event with the associates and went live before the 13th week.

Result

We were able to deliver several points of value to this client on their project. One of these was our ability to write the new commissions plan mostly outside of the Exigo platform, which ensured that we were not affecting the upgrade path for the third-party software. The second value factor was that the customer clearly felt independent from Exigo for needs related to commission and genealogy workflows.