

Addison Group's Transformation with Canidium and Xactly



Addison Group, a leading professional services firm specializing in consulting, staffing, recruiting, and executive search, partnered with Canidium to implement Xactly Incent and Connect for managing compensation across their rapidly growing sales force. This collaboration aimed to streamline compensation processes for over 400 salespeople and 1,600 contractors, resulting in a 90% reduction in processing time and the elimination of 600+ weekly commission report emails. The solution also improved transparency, reporting, and scalability, allowing Addison Group to incorporate new hires and acquisitions seamlessly. With Canidium's expertise and Xactly's intuitive platform, Addison Group optimized administrative efficiency and laid a strong foundation for future growth, focusing on enhanced analytics, modeling, and program effectiveness.

How Did Addison Group Achieve Unmatched Efficiency?

QUICK STATS

Headquarters: Chicago, IL
Industry: Professional Services
Products and Services: Consulting, Staffing, Recruiting, and Executive Search
Revenue: \$260M (2016)
Website: www.addisongroup.com

SITUATION

Addison Group is a leading professional services firm that specializes in consulting, staffing and recruiting, and executive search. Founded in 1999, Addison Group focuses on delivering the expertise and talent companies need for sustained business growth. The firm aimed to recruit the best candidates for the best companies and has grown rapidly through acquisitions, leading to the need for managing compensation for over 400 salespeople and 1,600 contractors.

SOLUTION

Addison Group chose Xactly Incent and Connect to manage compensation for their entire sales population. They selected Xactly for its intuitive user experience and straightforward processing model. Canidium was the chosen partner for the implementation due to its deep domain expertise and a strong history of customer success.

RESULTS

- **Less Administration, More Automation:** This has optimized support headcount.
- **Improved Transparency and Reporting:** Better reporting and distribution to the sales population.
- **Scalability:** Ability to incorporate additional hires and new acquisitions.

XACTLY TECHNOLOGIES

- Connect
- Incent

IMPRESSIVE METRICS



90% Reduction in Processing Time

Streamlined operations led to substantial time savings.



600+ Weekly Commission Emails Eliminated

Automation eliminated the need for numerous manual communications.



80+ User Additions Without Extra Administrative Burden

The system scaled efficiently without adding to the administrative workload.

FUTURE OUTLOOK

Addison Group aims to further leverage analytics, modeling, and program effectiveness as part of their ongoing strategic roadmap, continuing their partnership with Canidium and Xactly to drive future growth and operational excellence.

By choosing Canidium and Xactly, Addison Group has not only optimized their compensation processes but also set a strong foundation for continued success and scalability.