



Turn data into impact to drive sales performance

ZAIDYN® Field Incentives



Intelligent incentive compensation management solution

To inspire sales teams and drive performance, life sciences organizations need intuitive solutions that empower and motivate salespeople with insight-based incentive compensation plans, personalized scenario modeling and reliable field intelligence.

ZAIDYN Field Incentives is an end-to-end sales performance management solution that leverages advanced analytics and actionable insights. It streamlines incentive compensation processes, enhances transparency and enables strategic decision-making.

Energize sales success with:

- End-to-end automation of incentive compensation processes
- Seamless integration with existing systems and data sources
- User-friendly interface for rapid adoption and improved engagement
- Mobile access for on-the-go planning and goal attainment tracking

Creating real-world impact

ZAIDYN Field Incentives drives rapid adoption and scalability for:

130+

Companies

100,000

Field reps

\$2.5B+

Annual payouts

ZS helped a large biopharma company transform its global field force effectiveness

Today, field teams throughout the organization are using the ZAIDYN Field Incentives to access personalized insights and improve the way they engage with HCPs, set achievable incentive compensation goals and gain new insight into changing markets and opportunities.

[Read the story](#)

Impact where it matters.®

Features



Intuitive plan modeling and design



"What-if" scenario modeling



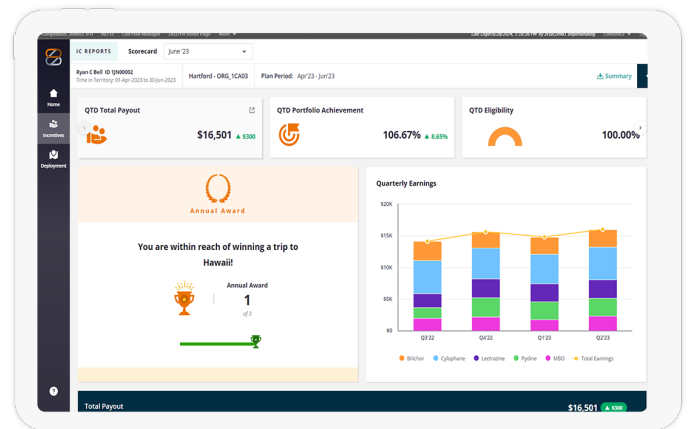
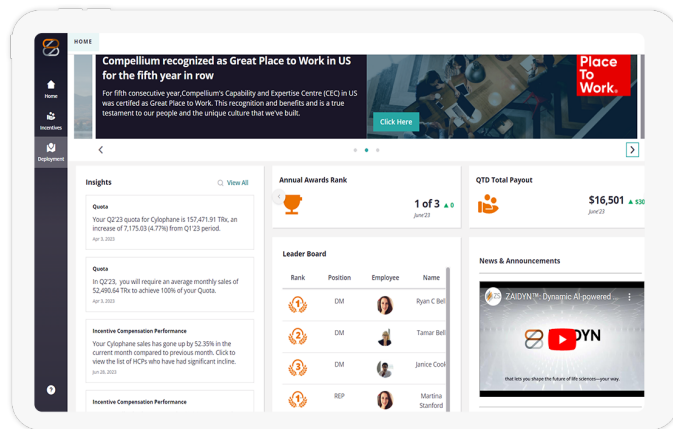
Robust incentive calculations



AI-based smart assist capabilities.

Our technology

ZAIDYN Field Incentives drives sales force motivation using intuitive incentive compensation performance tools that provide powerful insights for those in the field and at headquarters.



Personalized incentive insights for field reps

- Understand changes and identify opportunities to plan for each new sales cycle.
- Elevate your performance with actionable insights derived from high-quality current and past data.
- Leverage the smart calculator and mobile field insights for on-the-go planning and goal attainments.
- Reduce the manual interpretation and deduction of insights across data points with an AI-driven proactive chat assistant.

Analytics-based plan design tool for headquarters

- Design comprehensive incentive plans from assessment to quota setting.
- Drive informed decisions with robust scenario comparisons and iterative "what-if" modeling.
- Conduct financial modeling with pay curve suggestions, budgeting and sensitivity analysis.
- Motivate the sales force effectively by leveraging the AI-driven smart assist to get a precise answer to your queries and access consolidated performance insights for the entire team.

Learn more at: ZAIDYN.com/Field

About ZS

ZS is a management consulting and technology firm focused on transforming global healthcare and beyond. We leverage our leading-edge analytics, plus the power of data, science and products, to help our clients make more intelligent decisions, deliver innovative solutions and improve outcomes for all. Founded in 1983, ZS has more than 13,000 employees in 35 offices worldwide. To learn more, visit www.zs.com or follow us on LinkedIn.

