BLUEHORIZONS

BLUE HORIZONS GROUP

Sales Performance Management Consultancy

Automating Compensation Operations for Growth

Jamf partnered with Blue Horizons Group to replace manual, opaque compensation processes with a scalable, automated SPM solution, cutting payout processing time by 33%.

850	33%	200+	300+
Sales Professionals Supported	Faster Payout Processing	Years Combined Expertise	SPM Implementations

Client Overview

Jamf is a leading provider of device management solutions, supporting a sales organization of approximately 850 professionals. The company turned to a new SPM solution to bring structure, automation, and transparency to its compensation operations.

The Challenge

Jamf's compensation administration team relied on manual calculation processes that consumed excessive time and introduced risk of inconsistencies. Without automated data integration, the team had to manually manipulate data every month, and unclear reporting left sales reps and leadership without timely visibility into attainment, earnings, or plan performance. The lack of transparency also drove a high volume of service tickets from reps seeking clarity on their compensation. With no sustainable way to support growth or evolving compensation strategies, this fragmented approach limited Jamf's ability to scale efficiently.

Our Approach

- Conducted requirements discovery to consolidate diverse compensation plans into a unified, modular framework
- Built API-driven connections between Jamf's source systems & CaptivateIQ, eliminating manual monthly data prep
- Redesigned dashboards & role-based reports for clear, intuitive visibility into earnings & plan performance

Results

- 33% faster compensation run processing following implementation
- Significantly fewer service tickets and compensation inquiries, freeing the team to focus on strategy over troubleshooting
- Minimal data issues during payout cycles, improving trust and transparency across the organization
- A scalable, maintainable foundation built for long-term growth and evolving go-to-market strategies
- Implementation completed on schedule, meeting all project commitments

Ready to optimize your compensation platform?

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