



Computer Solutions & Software International

FOR IMMEDIATE RELEASE

VUE Software sponsors research helping to identify the strategies for best-in-class Sales Compensation Management

Aberdeen Group report shows compensation management systems instrumental in driving key performance metrics

Coconut Creek, Florida, 1/17/2008 — Computer Solutions and Software International, Inc. (CSSI), today announced the availability of a free research report from Aberdeen Group titled Sales Compensation Management: Coin-Operated Productivity. The study surveyed over 130 companies to identify the strategies, capabilities, and enablers that Best-in-Class firms are using to improve sales productivity and effectively manage compensation plan design and administration. The research reveals that Best-in-Class companies have implemented organizational processes which support compensation management technology adoption.

Best-in-Class companies are improving their sales productivity by leveraging technology to provide real-time insight into compensation, the real motivator of the sales force. Additionally, the Best-in-Class have established organizational processes to ensure that compensation plans are understood, and commission payments and reports are accurate. Making timely, accurate payments to the sales force and providing reports that they easily understand accelerates Best-in-Class quota achievement.

The findings of the study confirm the value that companies can achieve in automating their compensation management practices.

About Aberdeen Group

Aberdeen is a leading provider of fact-based research and market intelligence that delivers demonstrable results. Having benchmarked more than 30,000 companies in the past two years, Aberdeen is uniquely positioned to educate users to action: driving market awareness, creating demand, enabling sales, and delivering meaningful return-on-investment analysis. As the trusted advisor to the global technology markets, corporations turn to Aberdeen for insights that drive decisions.

About CSSI

Computer Solutions & Software International, Inc. (CSSI) is a U.S based systems integration and software development firm with 17 years of experience in the Insurance, Healthcare and Financial Services industries. CSSI assists clients by delivering innovative custom and packaged solutions designed for their unique business requirements. Headquartered in Coconut Creek, Florida, CSSI has a strong North American presence and also operates offices internationally, including a wholly-owned Technology Center in Hyderabad, India. CSSI is a Microsoft Gold Certified Partner. For more information about CSSI, please visit www.solutionsoftware.com.

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