HP - THE HITLIST

HP TS Upsell Hitlist

Hitlist

When the holidays are over will you make the Hitlist?

Every Quarter register your Sales, Climb in the Charts and make the TS Upsell Hitlist.

Log on to **www.hpupsellhitlist.com** to find out more

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The Hitlist

HP Hitlist is an online incentive and motivational sales programme for Hewlett Packard staff based in 42 countries across 7 EMEA Regions.

The objective was to increase the profitability of TS Sales across the EMEA Region and deliver effective reporting to all levels of business management. To integrate Siebel into the online application.

HP Services is the solutions and support organisation of global IT giant Hewlett Packard, whose customer contracts span services covering IT infrastructure, Business Continuity, Security, Storage and Lifecycle solutions.

All sales data is input by participants and validated centrally by the programme and HP´s Siebel system Hitlist then uses input data, with sales data and other sources to create comprehensive personal statements and business wide performance reports

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The Hitlist

Hitlist allows each country / region to determine their specific reward value and the product combinations they are available on. It ensures the programme is flexible to the differing business units around EMEA without compromising the overall HP objectives.

Sales Managers, Country Heads, Regional Directors and Programme Managers were provided with a platform to allow them to communicate effectively within the programme.

Of the 42 countries that participate 36 hit their targets of 100% or above. Of the 8 that didn´t, only one scored less than 95% of target

When taken as 7 regions, all regions exceeded 100%. Every team exceeded the 100% target. The best performing team hit 145% of target

The platform allowed the development of sales campaigns on a local and regional level. The campaigns could be effectively tracked and monitored and those that were successful could be implemented at EMEA level.

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My Role

To define the goals of the system, write and consult on the functional specifications, manage the budget, plan the critical path, create work packages based on project stages.

To assess the risk within the project and make provisions within the budget accordingly.

To plan and estimate the staffing requirements across this and other projects running concurrently.

To describe the logical operational steps of the website.

To conduct end user studies and consult with the development team.

To maintain an Issue log, Change Log, Quality log, Daily Log and a Risk Log escalating and reporting upwards as required.

Project issues were raised with the Senior Stakeholders and adjustments were made to the budget and timescale accordingly.

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My Role

To review cost benefit analysis and ran return on investment (ROI) studies in order to aid the Project Board's decision making process.

To impliment the project across EMEA. Information gained from the business units was collated to create an overview of the EMEA business needs.

To determine programme feasibility and table alternative solutions. Consult with HP management to ensure their agreement on the system principles.

To deliver continual progress reports concerning the ongoing project development.
To ensure compliance and adherence to the existing HP standards and policies.

To conduct initial system tests and co-ordinate end user testing. Monitoring the customer facing website after the go live date.

Outcome: The project was a success and I ensured the website delivery as per the user requirements and functional specifications within the expected timeframe. The Programme won 'Best International Programme' at the Industry Awards.

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