

# Press Release



PRACTIQUE  
A Merced Company

## **Practique leads the way in Europe by signing up to the OWASP project**

### ***Practique's software is the only application to meet European data protection rules***

Practique, Europe's leading vendor of Incentive Compensation Management (ICM) software today announced it has signed up to the Open Web Application Security Project (OWASP). This is a global community focused on improving the security of application software and the move further strengthens Practique's commitment to security.

OWASP's mission is to make application security 'visible'. It is committed to ensuring organisations provide clients with fully secure applications as opposed to relying solely on data centres which are routinely accessible via internet applications and as such, compromise security.

"Data centre security is so last year – it's a given these can be locked down now. Leading solution providers need to go further by validating their code security, as this is the new entry point which hackers are exploiting. OWASP allows people and organisations to make informed decisions about application security risks and this is absolutely vital when financial data is involved. Security issues are increasingly grabbing headlines with missing data disks and phishing scams; code level security must be used as standard now," said Gareth Downing, Product Development Manager at Practique.

"OWASP mirrors Practique's own commitment to security, our software application INCA is responsible for the forecasting and automation of complex commission and bonus schemes. INCA uses sophisticated security routines internally to ensure that the sales force can only access relevant and applicable information. As a result, INCA is the only Incentive Compensation Management application to meet European data protection rules and be fully compliant with the Data Protection Act." Downing concluded.



## About Practique

Practique is Europe's leading specialist vendor of Enterprise Incentive Compensation Management (ICM) software. Its flagship web-based application, INCA automates sales commission and bonus and is responsible for managing the commission of over 120,000 employees and channel partners across Europe every day.

Practique offers clients an end-to-end solution from strategic planning through to deployment and after sales. Practique understands clients invest in enterprise ICM solutions with a long-term view and we evolve and develop our software upgrades to continually meet your business needs. Emphasis is also placed firmly on education and training in addition to assisting with communication to staff.

INCA embraces all aspects of performance incentive programmes and so presents a compelling argument for any business operating variable pay. It has been proven to drive sales performance, motivate employees, influence sales behaviours and it positively impacts the business bottom line. INCA reduces costs such as compensation overpayment and unnecessary administration overheads and directly links performance measures to top line company growth targets. For example, one of Practique's clients cut its operational costs by 37% and drove up sales volume by 22% within 12 months of implementing INCA.

Practique, a UK-based, privately owned organisation, has implemented its software across a broad range of industry sectors. It has successfully deployed INCA into many industry-leading companies, including The Carphone Warehouse, O<sub>2</sub> UK and Germany, Cable & Wireless, seven separate divisions of BT, The Royal Bank of Scotland and British Gas Business part of Centrica Plc.

For more information, please visit <http://www.practique.co.uk>

For more information on OWASP <http://www.OWASP.org>

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