# Sales Ops Guidance – Target Setting & True-Ups (FY23)

## Purpose

Provide guidance for setting FY23 quotas and administering commission true-ups in connection with pricing actions and renewals.

## Baseline Source

Quotas are set using the FY23 baseline pricing workbook approved by FP&A and Sales Leadership. The baseline workbook may reflect planning assumptions that differ from external framing; this is expected and should be managed through disciplined language.

## True-Ups

No retroactive commission true-ups will be applied for disruption-era pricing actions absent explicit Sales Ops approval. This includes account-specific actions that are embedded in FY23 targets.

## Account Notes

Alpine Medical targets reflect post‑June pricing baseline; do not model a hypothetical rollback for quota/comp purposes.

CONFIDENTIAL – Synthetic demo document for AIDE.