



Advanced Commissions

for Microsoft Dynamics™ AX



Increased Flexibility
& Reporting for
Sophisticated Sales
Organizations

Red Maple's Advanced Commissions is a powerful solution that removes traditional limitations on standard commission and compensation structures and provides Microsoft Dynamics™ AX customers with a flexible tool to accommodate current and future commission needs. Additionally, Red Maple's Advanced Commissions delivers structured commission business processes, with audit trails and journals, to provide companies with a solid business foundation when compensating different parties.

Business Situation

Companies that have a large sales staff or sophisticated compensation requirements typically do not have software that assists in tracking or paying commissions, royalties or bonuses. Instead, many companies track their compensation requirements by running reports, typically after the liabilities or revenues have actually been incurred.

Sales organizations that have sophisticated commission and compensation requirements need sophisticated software. The power of Advanced Commissions paired with the power of Microsoft Dynamics™ AX becomes a comprehensive solution to address your most advanced commission and compensation routines.

Flexible Commission Structures

With Red Maple's Advanced Commissions, flexibility is the core of the system. As a result, commissions and royalties are determined by four categories:

SOLUTION

With Advanced Commissions for Microsoft Dynamics™ AX, you have the ability to track commissions for a range of criteria and situations. You can use multiple calculation methods to customize it to your needs.

1. **Basis.** Basis is the foundation for commissions. In Advanced Commissions, basis criteria can include revenue, margin, weighted margin, discount percentage, margin percentage, unit price and item quantities. Discounts may also be included.
2. **Selection criteria.** Selection criteria are used to determine when a commission is to be triggered. Selection criteria can be as simple as selecting which inventory, customers, territories or sales groups trigger a commission. Criteria can also be as advanced as creating your own queries to designing your own triggers.
3. **Calculations.** Calculations are used to determine how much commission is paid. All calculations are defined by the basis and the selection criteria. Commissions can be calculated on a flat amount, a percentage, quantity sold or on a schedule of all three.
4. **Determinations.** Determinations outline when and under what circumstances commissions are paid. The determination will enable a commission to be paid under the set determination parameters regardless if your company pays bonuses at the end of the quarter, or no commission until the original sales order is paid.



Commission Accruals

Advanced Commissions allows for the accrual of compensation over time. For instance, if a company does not pay parties until the original invoice is paid, the commission can still be accrued for proper financial reporting. As a result, large sales organizations can accurately report future liabilities instead of estimating what may be a smaller or larger liability.

Periodic Payments

Red Maple's Advanced Commissions accounts for bonuses and periodic compensation over time. For instance, if you pay a sales manager for the performance of subordinates, that commission can be calculated over time, resulting in accurate reporting.

Quotas and Performance Measures

Red Maple's Advanced Commissions accounts for quotas and performance measures by tying the amounts directly into the sales projections for the entire sales staff. As a result when budgetary numbers are changed, quotas are adjusted for the salespeople in your organization.

Territory Commissions

With Red Maple's Advanced Commissions, territories can be tracked by postal code to allow for accurate reporting and mapping of customers. Sales to the applicable territory are automatically included in the selection criteria for every commission, allowing for additional flexibility for sales managers.

Adjustments and Re-calculations

Advanced Commissions contains functionality to adjust and calculate commissions after a sales order has been posted. Through commission and adjustment journals, you can make changes to commissions and payments via a structured process. Advanced Commissions can replace your reports and spreadsheets used to adjust commissions at the end of a period. Instead, all transactions can be modified and tracked in the system with an audit trail.

Powerful Inquiries and Reporting

Numerous reports and inquiries are included to help you analyze your company's sales data and further drill-down into commission data by customizing inquiries with query management.

Conclusion

Large or complex sales organizations have a powerful solution with amazing flexibility and processing power with Microsoft Dynamics™ AX and Red Maple's Advanced Commissions. For more information on Advanced Commissions, please contact your Microsoft Dynamics™ AX partner or visit our web site at www.redmaple.com.

Quick information



What Modules are required?

Microsoft Dynamics™ AX Trade Series



Are you on the Internet?

More information about our products can be found at www.redmaple.com.



Who do I contact to get a demonstration or purchase?

Contact your Microsoft Dynamics™ AX partner for pricing, demonstrations or purchasing information.

