

## COMMISSION PROCESSING

The Commission Processing Enhancement provides the ability to track commissions earned by salespersons for processed sales order transactions.

### FLEXIBLE COMMISSION METHODS

- **Salesperson Commission Maintenance.** The added form allows for setting up commission amount earned by salesperson for all items, all customers or specific customer and item combination.
- **Additional Commission Calculation Methods.** The Salesperson Commission Maintenance form allows for setting up flexible commission methods, percentages and effective dates for each salesperson, customer and item combination.
- **Split Commission.** Setup split commission percentages in the Salesperson tab of the Customers form to be used for Sales Order and Sales Order Invoice transactions processed. Modify split commissions in the Sales Order and Sales Order Invoice transactions.
- **Stock Item Commission.** Setup commission rate and method for each stock item. Following commission methods are supported; Standard (based on salesperson rates setup), Percent of Price, Percent of GP and None.

### COMMISSION REPORTING

- **Salesperson Commission Report.** Split commissions by salesperson are added to the report.

### KEY BENEFITS

#### FLEXIBLE GROUPING OF COMMISSION EARNED AMOUNTS

- Specify commission earned amount by salesperson for all items, all customers or specific item and customer combination.

#### FLEXIBLE SALESPERSON COMMISSION EARNED AMOUNTS

- Addition of percent of gross profit, selling price to available commission earned methods by salesperson and stock item.

#### PROCESSING SPLIT COMMISSIONS

- Entry of Split Commissions in the Customer form
- Loading Split Commissions into Sales Order and Sales Order Invoice transactions
- Addition of Split Commission information to Calculate Commissions form and Salesperson Commission Report

#### Stock Item Commission Maintenance ☆

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* Salesperson ID:	SP00012 - Jonny Depth	<b>ITEM COMMISSION</b>	
Name:	Jonny Depth	Commission Method:	Percent of price
Customer:	NEWCUST - New Custom	Commission Rate ...	10.0000
Customer Name:	New Customer	Base Commission:	0.0000
Inventory ID:	AALEGO500 - Lego 500	<b>COMMISSION</b>	
Description:	Lego 500 piece set	Commission Type:	Percent
<b>EFFECTIVE DATES</b>		Commission Rate ...	10.00
Start Date:	4/9/2020		
End Date:	4/29/2020		

## COMMISSION PROCESING FEATURES AND CAPABILITIES

<b>Stock Item Commission Methods</b>	Ability to define commission method as; Standard (based on salesperson setting), Price, Gross Profit or None.
<b>Split Commissions</b>	Ability to define the earned commission split by salesperson for a given customer.
<b>Stock Item Commission Maintenance</b>	Added form allows for setting commission for the salesperson for all items or all customers or an item for all customers or a customer for all items.
<b>Split Commission Processing</b>	Split commissions entered for a given customer can be maintained in the Sales Order and Sales Order Invoice transactions.
<b>Commission Processing</b>	Addition of the Split Commission information to the Calculate Commission form.
<b>Commission Reporting</b>	Addition of the Split Commission information to the Salesperson Commission Report.

### THE ACUMATICA ERP DIFFERENCE

Acumatica delivers a full suite of integrated business management applications unlike any other ERP solution today.

#### STREAMLINE OPERATIONS

**Manage your business more efficiently:**

- Automate processes
- Control workflows
- Access the system from anywhere on any device – including mobile
- Promote collaboration with all-inclusive user licensing

#### ADAPTABLE SOLUTION

**Add and extend:**

- Deploy in-house or in a private or public cloud
- Easily configure your solution to fit your needs
- Add capabilities such as CRM or data visualization at any time
- Extend to other solutions and applications beyond ERP

#### YOUR BUSINESS ACCELERATED

- Accelerate business performance and make smarter decisions with automated processes, real-time data collection, financial analyses, and forecasting
- No per user pricing – system scales as your business grows