

COMMISSION PROCESSING

AcuCommission provides the ability to setup commission plans based on user defined customer and item groupings for one or multiple salespersons. Commission methods allow for commission amount calculation based on selling price, gross profit, units sold and period-based activities. Calculated commissions can be modified on sales order and invoice transactions. A/P Bills can be generated for earned commissions.

FLEXIBLE COMMISSION PLAN SETUP

- **Commission Plans.** One or multiple commission plans can be assigned to each customer and location combination. Commission plan applicable to the sales order line is used for each line item on the sales order transaction.
- **Stock Item Based Grouping.** Commission Plans allow for setting up commission amount earned by salesperson for all items, specific item classes, specific item price classes, specific item or select items.
- **Customer Based Grouping.** Commission Plans allow for setting up the commission amount earned by salesperson for all customers, specific customer classes, specific customer price classes, specific customer or select customers.
- **Additional Commission Calculation Methods.** Commission methods allow for commission amount calculation based on selling price, gross profit, units sold and period-based activities.
- **Multiple Salespersons.** Multiple salespersons can be setup to receive commissions either by splitting the commission amount between multiple salespersons using splits defined, or by entering a commission percent for each salesperson.

KEY BENEFITS

FLEXIBLE GROUPING OF COMMISSION EARNED AMOUNTS

- Specify commission earned amount based on flexible groupings for one or multiple salespersons.

FLEXIBLE SALESPERSON COMMISSION EARNED AMOUNTS

- Commission amount can be calculated based on a percentage of selling price, gross profit, flat amount or per unit based by period.
- Tier based commission percent can be setup based on quantity or sales for a given period.

PROCESSING SPLIT COMMISSIONS

- Commission amount can be split between multiple salesperson based on split percent entered.
- Addition of additional salesperson information to Calculate Commissions form and Salesperson Commission Report.

CUSTOMER CLASSES	ITEMS	SALESPERSONS	SALES HISTORY									
		<table border="1"> <thead> <tr> <th>*Salesperson ID</th> <th>Name</th> <th>Commission Rate</th> </tr> </thead> <tbody> <tr> <td>SP0002</td> <td>Michal Bujacek</td> <td>5.000000</td> </tr> <tr> <td>SP0003</td> <td>Steve Church</td> <td>8.000000</td> </tr> </tbody> </table>	*Salesperson ID	Name	Commission Rate	SP0002	Michal Bujacek	5.000000	SP0003	Steve Church	8.000000	
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COMMISSION PROCESING FEATURES AND CAPABILITIES

Commission Edit Register	Ability to edit commission earned on released invoices prior to finalizing commission earned amount.
Split Commissions	Ability to define the earned commission split by salesperson for each commission plan.
Stock Items	Addition of the non-stock item for the A/P Bill to the Stock Items form.
Modify Commission Earned	Ability to view and modify commission earned by line item on sales order and sales invoice transactions.
A/P Bill Generation	Ability to generate A/P Bill for commission earned for the vendor linked to the salesperson.
Commission Reporting	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