

Sales Commission App for Sage Intacct

Accuracy in Sales Commission calculation and timely payment to sales representatives are the challenges faced by many businesses along with complex commission structure. Most businesses rely on manual procedures to calculate commissions which causes errors and delays in making the payments. With Sales Commission module, Sage Intacct users can setup commission rules and automate commission calculations on sales transactions. The module simplifies commission tracking and ensures accurate commission calculations and timely payment to sales representatives.

Key Features

- ▶ Easy to setup commission rules on multiple criteria
- ▶ Automate commission calculations on sales transactions
- ▶ Accurately calculate and post commissions payment to sales representatives
- ▶ Comprehensive commission reports, inquires and dashboards

Benefits:

- ▶ **Native application:**
A native application built using Sage Intacct Platform Services.
- ▶ **Commission structures and rules:**
Setup commission structure and deploy flexible plans to calculate the commissions.
- ▶ **Commission calculations and postings:**
Automate commission calculation and commission payable postings.
- ▶ **Commission tracking:**
Easily track calculated commissions on every sales transaction.
- ▶ **Commission adjustments:**
Adjust commission earned values by transaction and accurately calculate commission payout. Adjust the commission payable positively or negatively.
- ▶ **Commission payments:**
Process commission payments to sales representatives.
- ▶ **Commission Reporting & Inquiries:**
Comprehensive reports on sales analysis, commissions earned and commission payable.

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Commission Structure

Commission Type

Assigned to Item/ Product Lines or GL Accounts

- ▶ Setup commission structure by grouping items or services provided to customer
- ▶ Each distinct type with eligible % or fixed amount commission

Action	Name	Calculation Method	Percent	Amount	Level
<input type="checkbox"/> Edit <input type="checkbox"/> Del	Software Sales	Percentage	7.00 %	\$0.00	<input type="checkbox"/>
<input type="checkbox"/> Edit <input type="checkbox"/> Del	Installation	Fixed	0.00 %	\$16.00	<input type="checkbox"/>
<input type="checkbox"/> Edit <input type="checkbox"/> Del	Surveillance	Percentage	12.00 %	\$0.00	<input type="checkbox"/>
<input type="checkbox"/> Edit <input type="checkbox"/> Del	Alarm Accessories	Percentage	0.00 %	\$0.00	<input type="checkbox"/>

Action	Commission Group Type	Calculation Method	Percent	Amount	Commission Group	Override	Level
<input type="checkbox"/> Edit <input type="checkbox"/> Del	Installation	Fixed	0.00 %	\$15.00	San Fran Team	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Edit <input type="checkbox"/> Del	Alarm Accessories	Percentage	10.00 %	\$0.00	San Fran Team	<input checked="" type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Edit <input type="checkbox"/> Del	Surveillance	Percentage	12.00 %	\$0.00	San Fran Team	<input type="checkbox"/>	<input type="checkbox"/>
<input type="checkbox"/> Edit <input type="checkbox"/> Del	Software Sales	Percentage	7.00 %	\$0.00	San Fran Team	<input type="checkbox"/>	<input type="checkbox"/>

Commission Group

Assigned to Customers

- ▶ Setup commission group by sales teams and select product lines or services they are eligible to sell
- ▶ Assign Commission Type to Commission Group
- ▶ Assign Sales Rep/ Employees

Sales Rep

Employees

- ▶ Employee/ Salesperson using standard employee screen
- ▶ Specify commission payment method: AP Bill, Journal Entry or Manual

Action	Commission Group Employee	Commission Group	Employee	Split Percent
<input type="checkbox"/> Edit <input type="checkbox"/> Del	2518620	San Fran Team	EMP-100-Haskin, Mike	25.00 %
<input type="checkbox"/> Edit <input type="checkbox"/> Del	2518627	San Fran Team	EMP-101-Jr, Jim	75.00 %

Commission Workflow



Calculate

- ▶ Calculate commission on OE Transactions
- ▶ Calculate commission on AR Invoices
- ▶ Commission calculated at line item details.
- ▶ View calculated commission on AR Invoice screen



Post

- ▶ Calculated commissions are split among the sales rep as per their share
- ▶ Commission expense posted to General Ledger
- ▶ Option to post commission while invoicing or upon commission payment



Pay

- ▶ Pay commission on fully paid or unpaid invoices
- ▶ Different commission payment method: journal entries, AP Bills or no entries.