

Easy-Commission is a simple and flexible sales commission software that's easy to use and cost effective to implement, and offers the key features, benefits and functionality that you are looking for. It is a fully web hosted product that has functionalities such as setting up a commission plan, and tracking and calculating commission for sales people independently.

Product Overview

Sales Commissions drive the performance of sales people in most companies. For good sales performance, it is important to be able to calculate and track commissions accurately and on time. Easy-Commission helps to do this task easily. Easy-Commission solves the major issues for most companies in calculating and paying out sales commissions.

Easy-Commission is an easy to use application to manage customer relationships, invoice customers and to calculate sales commissions. It can calculate sales commissions in a simple and easy manner. It takes sales data you enter, applies commission calculations you have set, to produce commission statements. It is completely web based and allows your sales reps to have direct access to their commission statements. There are typically three types of users, Finance, Sales Management and Sales Reps. The entire application is available on the web. And all the users can have access to their own information.

Features

Import/ Export

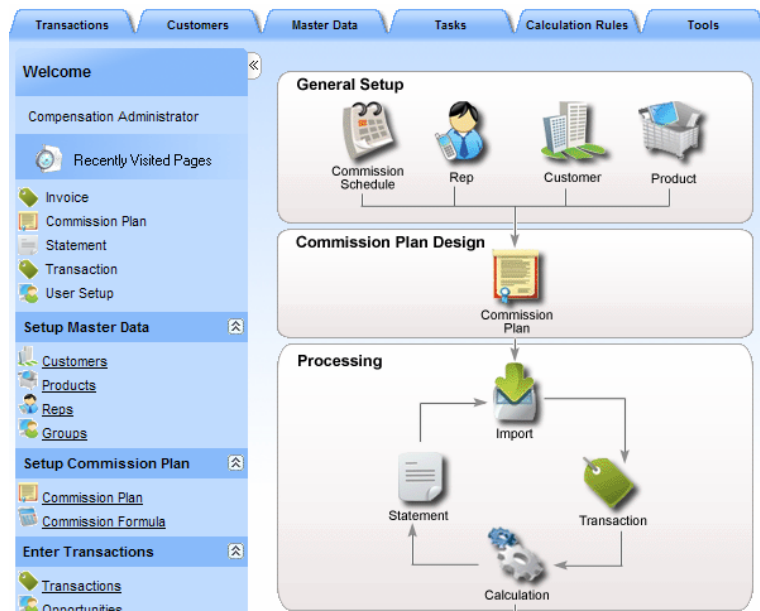
Easy-Commission is designed to import data from external systems but it can also operate stand alone.

- Import customer, and products from external files.
- Import transactions such as invoices or sales orders from external files.
- Import data from Excel, and fixed or delimited text files.
- Import data from QuickBooks files installed locally on client machines
- Export data to Excel, and fixed or delimited text file formats.

Plan Setup

The Easy-Commission plan describes what your sales commission plan is all about.


- Setup plans for any calendar, calculate payouts weekly, monthly, quarterly
- Set up calendars for other frequencies.
- Set up calendars starting at any date in the year
- Model one reps' plan from another rep.
- Create unique plans for every rep with very specific commission rates
- Split credit between multiple reps.
- Setup many commissions for a single plan.
- Include draw and guarantees.
- Calculate straight commissions, tiered commissions, bonuses, etc.
- Pay different commissions by product, customer or by type of sales.
- Calculate based on sales, profit, and quantity.
- Pay sales people as well as managers.



Reports

Commission statements and reports are available in the application.

- Generate detailed commission statements by rep.

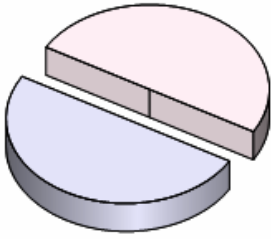
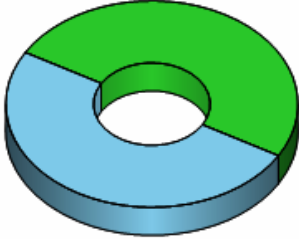
Globe Sales, Inc.												
Sales Commission Statement												
												
Rep Name : Andy Rep						Gross Comm Amount :		110.00				
Title : Account Executive						Draw Adjustment		1,390.00		Draw Balance :		
Plan Name : Acct Exec Comm Plan										1,390.00		
Period Number : 1 [01/01/2009 to 01/31/2009]										Net Comm Amount :		
										1,500.00		
Incentive : Product Commission												
Transaction	Transaction Date	Customer	Product	Group	Territory	Quantity	Sales Amount	Profit	Credit Percent	Credit Amount	Comm. Rate	Comm. Amount
AA001 - 1	1/1/2009	ABC Inc	Paper			0.00	1,000.00	0.00	100.00	1,000.00	5.00	50.00
AA002 - 1	1/1/2009	Acme Inc	Pencil			0.00	1,000.00	0.00	100.00	1,000.00	6.00	60.00
Total :						0.00	2,000.00	0.00		2,000.00		110.00
Date : 08/16/2009						Powered by www.easy-commission.com			Page 1 of 1			

- Historical commission statements are available.
- A standard set of reports are available in the system.
- New reports can be created from the system.

Analytics and Dashboard

Analytics allows multi dimensional view of all your data

- Slice and dice analytical ability.

Top 10 Product Sales for the Year					
					
<input type="checkbox"/> Pencil <input type="checkbox"/> Paper					
Top 10 Customer Sales for the Year					
					
<input type="checkbox"/> ABC Inc <input type="checkbox"/> Acme Inc					
Top 10 Rep Sales Credits					
Transaction ID	Transaction Date	Rep	Product	Customer	Credits
AA001	01-Jan-2009	Andy Rep	Paper	ABC Inc	1000.0000
AA002	01-Jan-2009	Andy Rep	Pencil	Acme Inc	1000.0000

View performance according to rep, product, incentive, period.

Sales Commission Plans

Sales Commission is a standard way of compensating sales people in most businesses. Unlike standard compensation methods such as Hourly Salary or Exempt Salary, where employees are paid either by the hour or on an agreed upon rate per year, sales commissions are dynamically calculated based on the performance of the sales person. Sales commissions are also variously known as pay-for-performance, sales compensation, incentive compensation, variable pay, etc.

Sales commission programs are possibly the most variable programs conducted by a firm. These programs tend to vary significantly from industry to industry, and many times within companies in an industry. These programs tend to be different by employees even within a single firm. Unlike regular salary programs, sales commissions tend not to be governed by a lot of laws and rules, and this adds further variability to the programs. Variations can include the kind of performance being incented (Revenue vs. Gross Profit), the frequency of calculation (Monthly Vs Quarterly), the type of transactions being incented (Sales orders Vs Invoices Vs Payments), the level of salespeople being incented (Sales Rep Vs Sales Manager), whether Draw or Cap is being used, and so on.

Benefits

Reduce errors in sales commission calculation. Calculating commissions in Excel, Spreadsheets or other manual processes are highly prone to errors. A systematic, professional approach like Easy-Commission can help reduce errors that may creep in during calculation. You not only save money, but also gain your employee's trust.

Web based access

Allowing your sales people to directly access the system online, may give them clear access to their commission statements. This will build trust with the sales force.

Direct integration with QuickBooks™ and other files

If you are a QuickBooks™, you have an added advantage. You save a lot of time and effort in bringing in the data into Easy-Commission and avoid dual typing and errors.

Timely payment of commissions

Manual calculation processes consume a lot of time and can delay the distribution of commissions badly. An automated system for commission lets you calculate commissions in time.

Web based access systems allow real time visibility to commissions to your sales people. This may allow them to better understand order flow and customer payment information and shorten the payment cycles from the customer.

Clear communication

Even the most beneficial and well-designed plans may fail to serve their purpose if the payment details are not properly communicated. Easy-Commission can generate accurate and clear statements. This avoids confusion among the sales people and lets them focus on sales activities.

Visibility to all data

Easy-Commission encompasses the ability to report comprehensively on sales and commissions. Additional information such as customer, product and invoice data can also be exposed to the rep to provide better decision making by the rep. An analytical component introduces slice and dice analysis of data maintained in the system.