

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 text files.
- **Import data from QuickBooks** files.
- Export data to Excel and text files.
- Export to QuickBooks Payroll and AP.

### Plan Setup

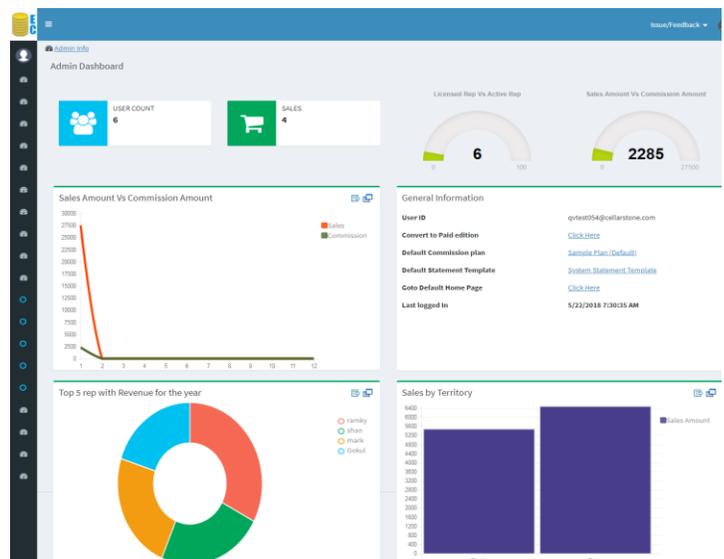
The Easy-Commission plan describes what your sales commission plan is all about.

- Setup plans for any calendar, calculate payouts **weekly, bi-weekly, monthly, quarterly**
- Model one reps' plan from another rep.
- Create **unique plans** for every rep.
- Pay on invoices or **paid invoices**.
- **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.

- Sales rep has **online access**.



- Generate detailed **commission statements by rep.**

File Format : Excel
Export
Email this statement

1 of 1 Find | Next

**CellarStone, Inc**

**Sales Commission Statement**

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<b>Rep Name</b> : Andy Rep <b>Title</b> : Sales Rep <b>Plan Name</b> : Sales Commission Plan <b>Period Number</b> : 2 [2/1/2012 to 2/29/2012] <b>Min Pay Threshold Adjustment</b> : .00	<b>Gross Comm Amount</b> : 62.50 <b>Draw Adjustment</b> : .00 <b>Payout Adjustment</b> : .00 <b>Commission</b> : .00 <b>Administration Fee</b> : .00	<b>Other Draw Adjustment</b> : .00 <b>Draw Balance</b> : .00 <b>Min Pay Threshold Amount</b> : .00 <b>Net Comm Amount</b> : 62.50
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**Incentive : Product Commission** Goal Amount: 0.00

Transaction	Transaction Date	Paid Date	Customer	Product	Group	Territory	Quantity	Sales Amount	Profit	Credit Percent	Credit Amount	Comm. Rate	Comm. Amount
A001 - 1	2/1/2012		ABC Inc.	Paper			.00	1,000.00	250.00	100	250.00	5.00	12.50
B001 - 1	2/1/2012		Bain, Chris	Pencil			.00	1,500.00	500.00	100	500.00	10.00	50.00
							<b>.00</b>	<b>2,500.00</b>	<b>750.00</b>		<b>750.00</b>		<b>62.50</b>

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- Customize commission statements
- Historical commission statements are available.
- A large set of **standard reports** are available in the system.
- New reports** can be created in the system.
- Date can be **exported to Excel**

## Analytics and Dashboard

Analytics allows multi dimensional view of all your data

- Slice and dice **analytical** ability.


Issue/Feedback

Gopi Mittal  
Current Period: 2  
Fiscal Year: 2012

Navigate to...

MAIN NAVIGATION

- Master Data
- Calculation Rules
- Import
- Transactions
- Payout Process
- Statements and Reports
- Export
- Tools
- Configure
- Help

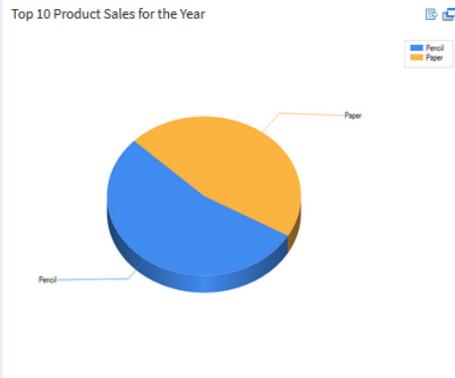
RECENTLY VISITED PAGES

- Dashboard Designer
- Statement
- Rep
- Period Close

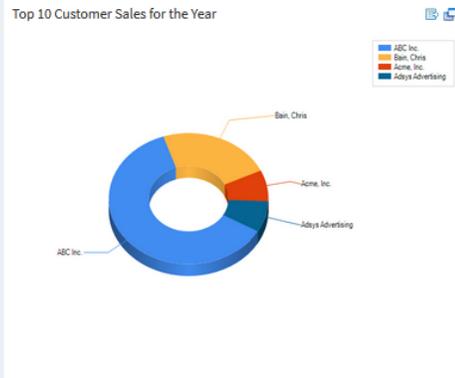
Tools >> Dashboard Designer

Admin Dashboard List of Dashboards

Top 10 Product Sales for the Year



Top 10 Customer Sales for the Year



Top 10 Rep Sales Credits

Customer	Transaction ID	Transaction Date	Rep	Product	Credits
ABC Inc.	A001	02/01/2012	Andy Rep	Paper	250.00
ABC Inc.	A001	02/01/2012	Charlie Mngr	Paper	200.00
ABC Inc.	AA001	01/01/2012	Andy Rep	Paper	1000.00
ABC Inc.	AA001	01/01/2012	Charlie Mngr	Paper	1000.00
ABC Inc.	AA001	01/01/2012	Andy Rep	Pencil	1000.00

Top 10 Rep Commissions Earned

Customer	Transaction ID	Transaction Date	Rep	Product	Commissions
ABC Inc.	A001	02/01/2012	Andy Rep	Paper	62.50
ABC Inc.	A001	02/01/2012	Charlie Mngr	Paper	3500.00
ABC Inc.	AA001	01/01/2012	Andy Rep	Paper	214.40
ABC Inc.	AA001	01/01/2012	Charlie Mngr	Paper	5.00
ABC Inc.	AA001	01/01/2012	Andy Rep	Pencil	214.40

Confidential

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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™ user 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. QuickBooks desktop and QuickBooks Online are supported.

### **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.