

COMMISSION PROCESSING

AcuCommission provides the ability to set up commission plans based on user defined customer and item groupings. Commission plans are assigned to customer locations. Multiple salespersons can be set up to receive commission for each plan by entering either the commission split or the actual commission percent for each salesperson. Commission can be calculated for invoices generated from both SO and Project modules.

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 (based on the stock item or commission plan priority) is used for each line item on the sales order transaction.
- **Commission Calculation Methods.** Commission plans allow for commission calculation based on percent of selling price, percent of gross profit, dollar per units sold, flat dollar amount and period based sales activity.
- **Streamlined Processing of Commissions.** Commission amounts calculated can be modified at the sales orders, SO Invoice and at month end prior to finalizing commissions.
- **Commission Plan Grouping.** Commission plans can be setup for all items, specific item classes, specific item price classes, select items.
- **Customer Based Grouping.** Commission plans can be setup for all customers, specific customer classes, specific customer price classes or select customers.
- **A/P Bill Generation.** AP bills can be generated for finalized commission.

KEY BENEFITS

STREAMLINED COMMISSION PROCESSING

- Specify commission earned amount based on flexible groupings for one or multiple salespersons.
- View commission calculated for each sales order or SO Invoice line by salesperson.
- Modification of calculated commission as needed prior to finalizing the commission for the period.
- Tracking of changes to calculated commission.
- Process commission for paid invoices (partial commission calculation for partially paid invoices).
- Salesperson Commission Dashboard allows for viewing and accessing commission data.
- Commission percentage can be adjusted based on sales for a period or based on the selling price or quantity ordered on the sales order line.
- Addition of additional salesperson information to Calculate Commissions form and Salesperson Commission Report.

Salesperson ID	Name	Commission Rate
SP0002	Michal Bujacek	5.000000
SP0003	Steve Church	8.000000

COMMISSION PROCESING FEATURES AND CAPABILITIES

Commission Edit Register

Ability to edit commission earned on released invoices prior to finalizing commission earned amount.

Multiple Salesperson Commission

Multiple salespersons to receive commission can be set up by commission plan. Commission for additional salespersons can be entered either as commission split or percent for each salesperson.

Stock Items

Addition of the non-stock item for the A/P Bill to the Stock Items form.

Modify Commission Earned

View commission calculated for each sales order or SO Invoice line by salesperson. Modification of calculated commission as needed prior to finalizing the commission for the period. Tracking of changes to calculated commission.

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.

Commission Earned Based on A/R Balance

Calculate commission as earned based on Invoice's A/R balance (partial commission calculation for partially paid invoices).

Commission Calculation Audit

Display changes to commission calculated and commission plan selection criteria.

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