

# Commissions FEATURES AND DETAILS

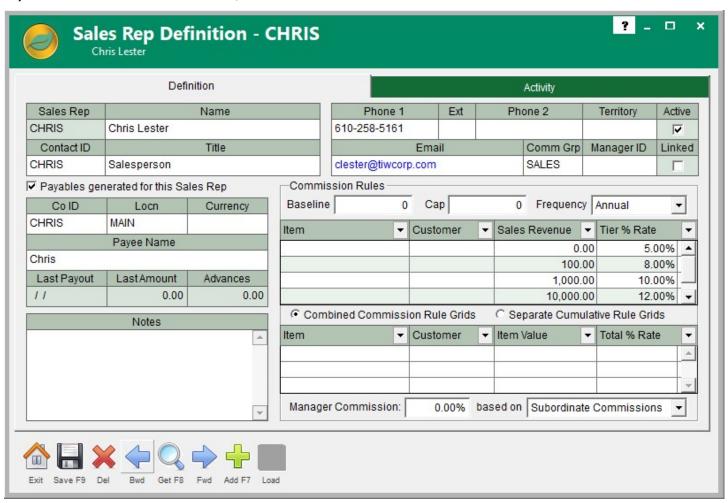
# ALERE® BUSINESS APPLICATIONS

A sales commission is incentive pay to a sales representative person for successfully closing a sale. Companies often develop complex programs to reward sales representatives. The ruleset creation and combination capabilities of the Commissions module are extensive and approached in a sales representative centric manner.

The following are components of the Commission module:

## Sales Rep Definition

The commission rules for each sales representative are setup and defined one at a time. Fixed commissions can be generated based on the achievement of sales goal such as revenue, margin, or quantity of items sold. This is combined with setting baseline amounts, goals, and cap amounts. Individual rules may be crafted while still allowing for manual adjustments to the commission amount, bonuses and advances.



Two separate rules grids can be combined to create one cumulative rule or used independently and the results then summed.

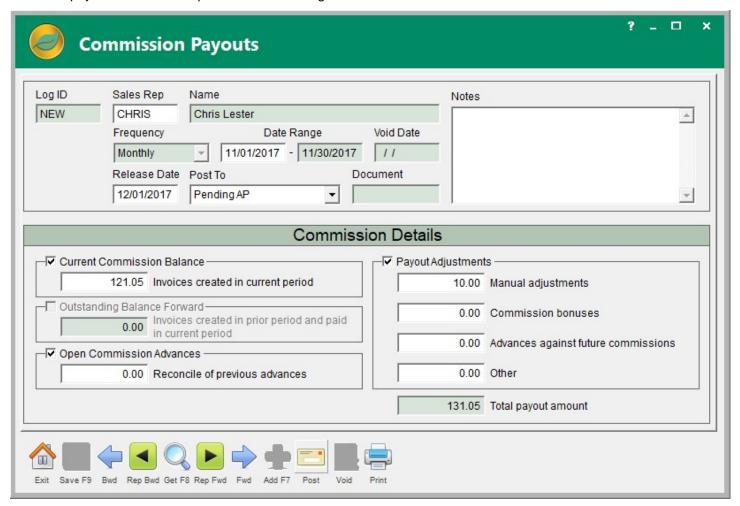
There is support for a multi-tier split commission structure which permits manager commissions to be based on the sales of subordinates.

Payables may be generated for sales representatives or handled through a payroll system.

Commission activity has drill-down capabilities all the way to the document source.

#### Commission Payouts

Individual payouts for a sales representative can be generated and recorded.



The payout modifications include manual adjustments, bonuses, advances against future commissions, and a provision for an unknown adjustment.

### **Mass Commissions**

Generating commissions for numbers of sales representatives, versus one at a time, is supported.

Payables can be created that are unreleased, released, or the commissions can simply be recorded.

# Commission Periods

Commission periods can be created for an extensive range of frequencies.

Each sales representative can be assigned their own commission frequency.

