

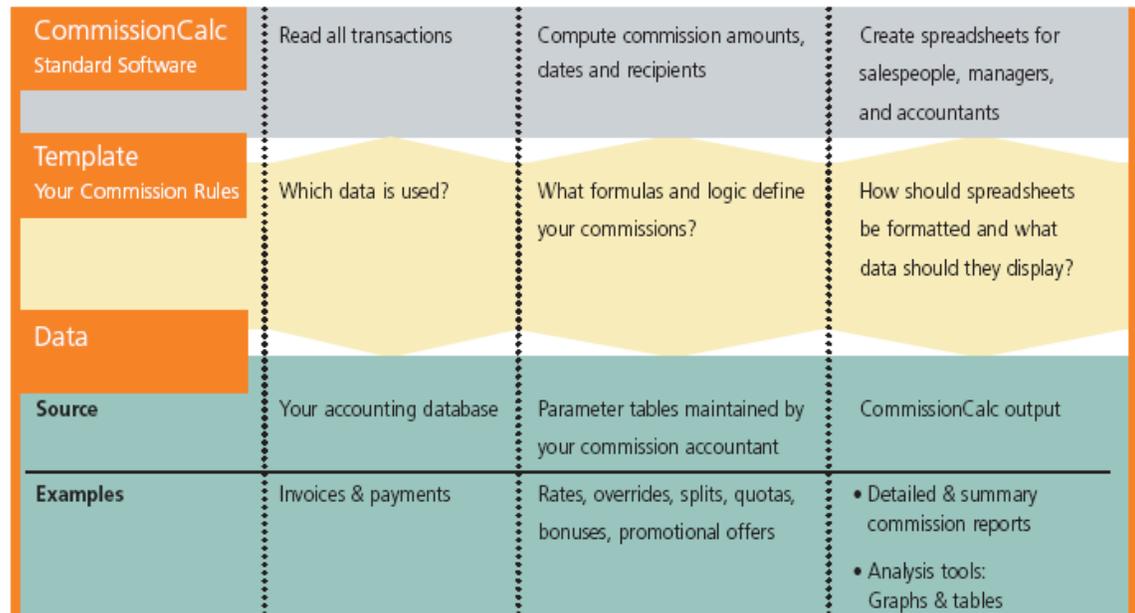
CommissionCalc

CommissionCalc™ eliminates the daunting task of computing and adjusting commissions manually — even for unique and complex plans. It saves time and ensures accuracy, thereby increasing efficiency and improving sales force morale while preventing costly overpayments.

Is your commission plan loaded with special rules and **exceptions**? Do you use **sales quotas**, with or without tiers? **Charge commission back** for late payments or returns? Pay on invoicing or **receipt of full or partial payment**? Vary commission by profitability, product, customer, salesperson, or other parameters? **Split** commissions between multiple salespeople based on rules unique to your marketing program? Do you pay **royalties** or **rebates**? Pay **managers** or others not on the invoice? CommissionCalc can handle all of these conditions, and many more.

What accounts for this remarkable **flexibility**? CommissionCalc defines each compensation plan in a custom template. Every company has its own template; companies with more than one commission plan can use multiple templates. As illustrated below, this provides the practicality of standard software with the flexibility of custom software.

Commission plans, like butterflies, are hard to pin down – and there are myriad variations!



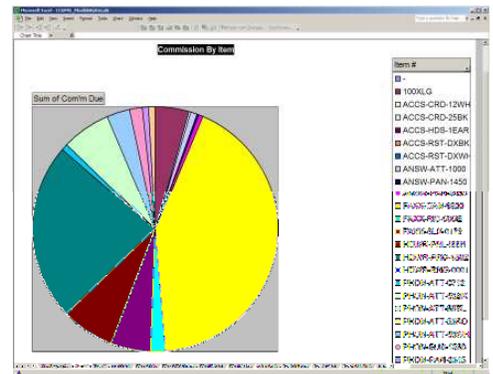
Commissions are calculated in three layers.

- o/c** The base layer, shown in green above, contains the sales, A/R and related data created by your ERP system; parameter tables for data such as commission rates, quota tiers, and salesperson splits; and, if necessary, data from external databases. Included in this layer is the output produced: individual reports for each salesperson and a summary report.

- o/c The central layer, shown in tan, is a custom template, configured with your commission rules. This template selects the database columns used to compute your commission; uses an Excel worksheet to define your formulas and logic, using the parameter tables; and specifies the output format.
- o/c The top layer, shown in grey, is the standard CommissionCalc software. Implemented as a Windows DLL, it follows the rules in the template to compute your commissions.

CommissionCalc can read data from a **variety of accounting systems**. It is tightly integrated with Microsoft Dynamics™ GP, Microsoft Dynamics SL, Sage Accpac ERP, Sage MAS 90/200, Exact Macola Progression, and Exact Macola ES. Also, it can use custom plug-ins to read most other databases. Since these do not require any modification to the standard CommissionCalc code, they can be developed at a reasonable cost, either by FTI or others, and you can update to new versions of CommissionCalc without further changes.

In addition to standard reports, CommissionCalc integrates with Excel's Pivot Table and Pivot **chart** capability or with any report writer, so you can display sales and commissions numerically or graphically. The pie chart at the right illustrates this by showing commission paid on each item. You can produce custom line and bar charts, scatter diagrams, and other graphical representations of the data. Also, you can sort and subtotal tables in custom sequence and categories, and use the full power of Excel to perform other custom computations on commission results.



What are the benefits? No matter how complicated or unusual your commission plan, you will never compute commissions manually again. Therefore:

- o/c Accountants save time computing and double-checking commissions. Our typical client spends under an hour on commissions each month.
- o/c Sales managers and salespeople save time checking the computations.
- o/c You eliminate errors and overpayments.
- o/c Marketing can easily model alternative incentive structures and results, as well as analyzing actual sales and commissions.
- o/c Salespeople are motivated by prompt, accurate incentive information.

For more information, including prices and free demo software downloads, please visit us on the web at www.CommissionCalc.com or call us at **888-96-COMMS** (888-962-6667).