



ADVANCED COMMISSIONS

2022 | Pitch Deck





PAY COMMISSION AND COMPENSATION TO ANYONE, ANYWHERE, ANYTIME.

Advanced Commissions from Red Maple™ is a powerful solution for sophisticated sales organizations that need flexible commission and compensation structures. It delivers structured processes with audit trails and journals to compensate anyone, anywhere, anytime - based on your exact needs. Flexibility is the core of Advanced Commissions.

Red Maple also offers *Commissions II* with advanced features such as commission functionality for projects, service orders and transportation.

redmaple.com/microsoft-dynamics-365-advanced-commissions





WATCH VIDEO



+

Microsoft Dynamics

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WHO NEEDS IT



Distributors



Corporations



Software manufacturers

Make your most complex compensation processes simple.



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WHY YOU NEED IT

Advanced Commissions is a flexible tool that can determine commissions and royalties today and in the future. It gives you the freedom to choose how.

It removes the traditional limitations on standard commission and compensation structures and provides Microsoft Dynamics 365 and AX customers with a more flexible tool to accommodate all of their current and future commission needs.

Built to extend the standard commission functionality for sales-intensive companies, this Dynamics 365 budget-planning solution features compensation schedules, commission accruals, commissions contingent on payments and commission adjustments.



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HOW IT WORKS

Advanced Commissions does the math for you so that you can focus on customers.
Here are some of the ways you can determine commissions and royalties:

Basis

Establish commissions based on revenue, margins, discounts, percentages, pricing, and item quantities.

Selection Criteria

Easily determine when a commission should be triggered by inventory, customers, territories and sales groups.

Financial dimensions can also be used to trigger commissions.

Calculations

Calculate commissions on a flat amount, a percentage, quantity sold or on a schedule of all three.

Determinations

Decide when and in what circumstances to pay commissions, including paying commissions when invoices are paid and periodically over time.

COMPUTING COMMISSIONS AND COMPENSATION

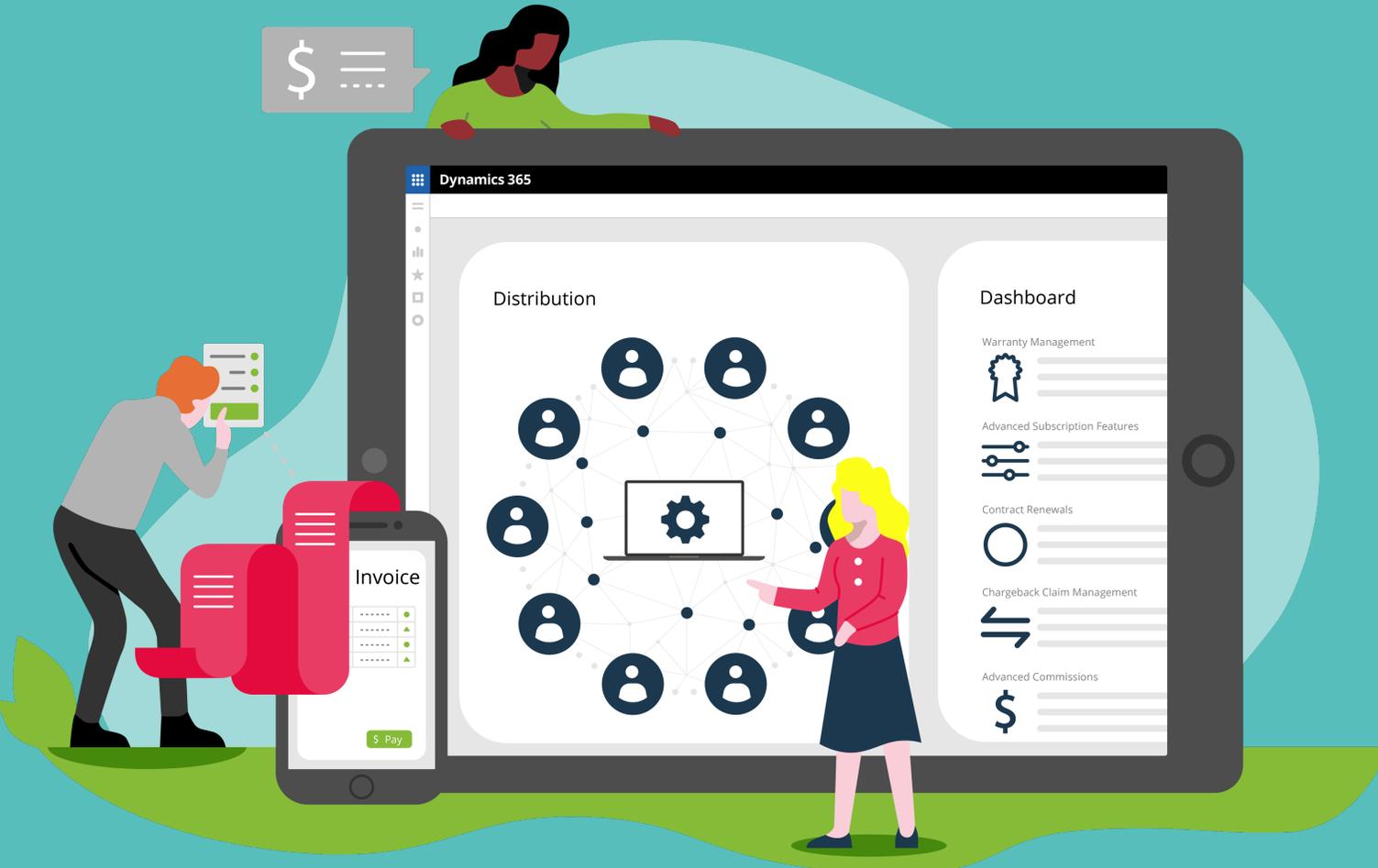
Advanced Commissions is a flexible tool that can determine commissions and royalties today and in the future. It gives you the freedom to choose how.

- Commissions on territories (geolocation) or sales origin
- Compensation schedules
- Team-based sales
- Periodic and payment when paid
- Project commissions
- Adjustments and missed commissions
- Budget modeling
- Free text invoices
- Service orders



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FAVORITE FEATURES



COMMISSION ACCRUALS

Set up advanced accruals and periodic payments to accurately report future liabilities and manage estimated expenses accurately. This feature is for companies that don't pay parties until customers pay the original invoice. With our accrual of compensation over time feature, it allows you to accrue the commission for proper financial reporting. It also provides large sales organizations the ability to accurately report future liabilities and manage estimated expenses accurately, instead of estimating an incorrect liability.



PERIODIC PAYMENTS

Maintain accurate reporting by calculating bonuses and periodic compensation over time such as quarterly or annually.



QUOTAS AND PERFORMANCE MEASURES

Tie in quotas, compensation plans and team-based performance measures directly into sales projections for the entire sales staff. So, when your company changes budgetary numbers, quotas automatically adjust for your salespeople.

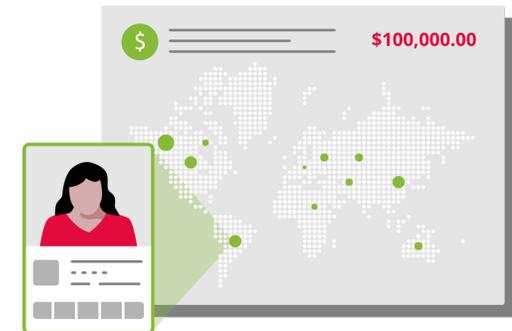
ADJUSTMENTS AND RE-CALCULATIONS

Make small to large adjustments of commissions at will without having to credit note and re-enter transactions with an audit trail. Even make adjustments and calculate commissions after a sales order posts. This feature is so powerful it can replace your end-of-period commission adjustment reports and spreadsheets.



TERRITORY (GEOLOCATION) COMMISSIONS

Track territories - and calculate commissions - by geolocation or postal code for accurate reporting and customer mapping.



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PROOF OF PERFORMANCE



At Rodem, we pay our commissions based upon time of invoice, not time of sale. A sales order can be in system for months but until it ships, they don't receive the commission. It is also a tiered system and the commissions are based on what they sell and how much they sell. It was a struggle to find the right system until we found Red Maple.”

- *Candida Truitt, IT Business and Project Manager for Rodem*

Based in Cincinnati, Ohio, the major distributor Rodem provides and installs processing machinery for a wide variety of industries. When it was struggling to pay and manage employees' complicated commissions, Rodem turned to Red Maple for help. Among other solutions, Red Maple:

- Provided Rodem with a method to assign employees to a delivery account and created flexible commission payments on a tiered system at time of invoice and time of shipping.
- Customized their commissions to split payments on the back end.
- Reduced the time Rodem spent processing credit cards and managing commissions.
- Created fast, automatic credit card processing, error-free with Red Maple's Advanced Credit Cards.

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PROOF OF PERFORMANCE



Once the software is done - it's done. It just works. We don't have to keep tweaking it unless we change a business process that needs to be changed. It is so simple. We highly recommend Red Maple.”

- *Candida Truitt, IT Business and Project Manager for Rodem*

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FREQUENTLY ASKED QUESTIONS

How integrated are commissions with Microsoft Dynamics?

Very, with the product written in X++ and Dynamics, there is no integration because it's already a part of the product.

Can I pay independent contractors?

Yes. With Advanced Commissions, you can pay employee, contractors, vendors and even customers for sales.

Can I pay commissions when I'm paid?

Yes. With our concept of "determination" you can pay commissions when you receive payment, and can even pay commissions on a schedule when payment is received.



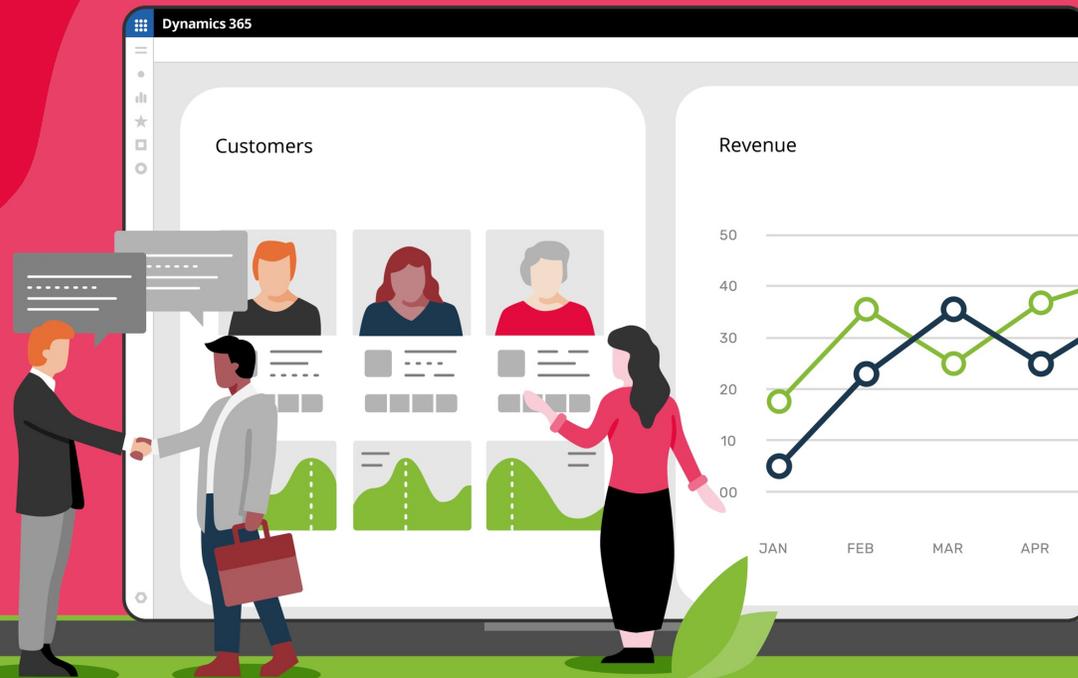
ADVANCED COMMISSIONS MODULES

REQUIRED

- Microsoft Dynamics 365 for Finance and Operations OR Microsoft Dynamics AX2012 (R2 or R3)

OPTIONAL

- Commissions II (Red Maple's *Commissions II* offers advanced features such as commission functionality for projects, service orders and transportation.)
- Microsoft Dynamics AX Trade series



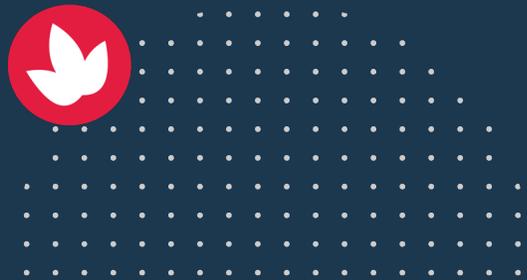
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SINCE 2003, RED MAPLE HAS PROVIDED SOLUTIONS FOR MICROSOFT DYNAMICS

Red Maple has been in business since 1997. Since 2003, we have developed and provided solutions to customers worldwide.





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