



Who needs it

- Distributors
- Corporations
- Retailers
- Software manufacturers

Make your most complex compensation processes simple.

Why you need it

Red Maple Advanced Commissions for Microsoft Dynamics 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 compensation solution can pay employees, contractors, vendors and customers. It includes compensation schedules, commission accruals, commissions contingent on payments and commission adjustments.

For companies with even more advanced needs, we developed Commissions II which addresses more detailed processes for projects, service orders and transportation.

About Advanced Commissions

Results

PAY COMMISSION AND COMPENSATION 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.



- *Commissions on territories (geolocation) or sales origin.*
- *Periodic and payment when paid.*
- *Project commissions.*
- *Free text invoices.*
- *Service orders.*

TOTAL FLEXIBILITY

This flexible tool can accommodate your current and future commission needs. The budget-planning solution features compensation schedules, commission accruals, and commissions contingent on payments and adjustments. It integrates with all versions of Microsoft Dynamics 365 for Finance and Operations.



- *Seamless integration with Microsoft Dynamics 365 for Finance and Operations and AX2012.*
- *Adjustments and missed commissions.*
- *Budget modeling.*

MEASURE PERFORMANCE

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.



- *Include quotas in performance goals and measure results.*
- *Compensation schedules.*
- *Team-based sales.*

WE FIGURE IT OUT FOR YOU

We help you determine commissions and royalties based on revenue, margins, discounts, percentages, pricing and item quantities. We make it easy to determine when a commission should be triggered by inventory, customers, territories and sales groups. Also trigger commissions with financial dimensions. Even calculate commissions on a flat amount, a percentage, quantity sold or on a schedule of all three.



- *Determine commissions on royalties upon basis criteria.*
- *Selection criteria.*
- *Calculations.*
- *Determinations.*

HOW ADVANCED COMMISSIONS 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 commissions on payment and periodically over time.

Computing Commissions and Compensation

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



DIFFERENTIATORS

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.

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 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.

Required Modules

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

HOW RED MAPLE SOLVED PROBLEMS FOR MAJOR DISTRIBUTOR

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.

"I didn't realize how complicated it was to track and pay commissions to our sales team. It was a struggle to find the right system until we found Red Maple. It just work. It is so simple. We highly recommend Red Maple."

- Candida Truitt, IT Business and Project Manager for Rodem

FREQUENTLY ASKED QUESTIONS

Q. How integrated are commissions with Microsoft Dynamics?

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

Q. Can I pay independent contractors?

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

Q. Can I pay commissions when I'm paid?

A. 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.

CONTACT RED MAPLE

Anyone can schedule a free demo by:

- Visiting <https://www.redmaple.com/schedule-a-demo/>
- Emailing us at info@redmaple.com
- Calling +1 830.280.0400



Red Maple Press

301 E San Antonio Ave, Boerne, TX 78006, United States

Solutions

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

About Red Maple

Red Maple™ specializes in developing turnkey solutions that natively expand the capabilities of Microsoft Dynamics™ AX and Dynamics 365 for Operations. Globally deployed by 500+ companies, Red Maple's solutions offer extensions and additions to AX. Advanced extensions support complex business processes for credit cards, commissions, workflow, and recurring billing (including maintenance, usage, and royalties).

Their horizontal additions add new capabilities for revenue recognition, warranty management, chargeback claims management and mobile workflow. Red Maple also provides industry specific solutions for both retail and software distribution. **Advanced Credit Cards** enables businesses to securely accept and process credit card payments using native integration without hidden costs.