



# PAY COMMISSION AND COMPENSATION TO **ANYONE,** **ANYWHERE, ANYTIME.**



## SEAMLESS INTEGRATION WITH MICROSOFT DYNAMICS 365™ FOR FINANCE AND OPERATIONS | AX2012

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.

FIND OUT HOW TO MAKE YOUR MOST COMPLEX COMPENSATION PROCESSES SIMPLE.  
GET A FREE QUOTE OR SCHEDULE A DEMO.

# FLEXIBLE COMMISSION STRUCTURES

These are just 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.

# ADVANCED FEATURES



## **COMMISSION ACCRUALS**

Set up advanced accruals and periodic payments to accurately report future liabilities and manage estimated expenses accurately.

## **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.

## **TERRITORY (GEOLOCATION) COMMISSIONS**

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

Red Maple has also developed Commissions II, which includes advanced features such as commission functionality for projects, service orders and transportation.

## **REQUIRED MODULES**

Microsoft Dynamics 365 F&O or Microsoft Dynamics AX 2012 (R2 or R3)  
Microsoft Dynamics AX Trade Series (for AX2012 only)

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