Advanced Commissions

Red Maple®

for Microsoft Dynamics™ AX
Microsoft Dynamics 365 Finance & Operations

Increased Flexibility & Reporting for Sophisticated Sales Organizations

Red Maple's Advanced Commissions is a powerful solution that removes traditional limitations on standard commission and compensation structures and provides Microsoft Dynamics™ AX & Microsoft Dynamics 365 for Finance & Operations Enterprise Edition (FOE) customers with a flexible tool to accommodate current and future commission needs.

Additionally, Red Maple's Advanced Commissions delivers structured commission business processes, with audit trails and journals, to provide companies with a solid business foundation when compensating different parties.

Sales organizations with sophisticated commission and compensation requirements need sophisticated software. The power of Advanced Commissions paired with the power of Microsoft Dynamics™ AX or Dynamics 365 FOE becomes a comprehensive solution to address your most advanced commission and compensation routines.

BUSINESS SITUATION

Tracking & paying commissions, royalties and bonuses can be a burden on a business. The process is complex, time intensive and if it is un-automated, it forces companies to track their compensation requirements by running reports, typically after the liabilities or revenues have actually been incurred.

SOLUTION

With Red Maple's Advanced Commissions for Microsoft Dynamics™ AX/Dynamics 365 FOE, you have the ability to track commissions for a range of criteria and situations. You can use multiple calculation methods to customize it to your needs.

Flexible Commission Structures

With Red Maple's Advanced Commissions, flexibility is the core of the system. As a result, commissions and royalties are determined by four categories:

1. Basis. Basis is the foundation for commissions. In Advanced Commissions, basis criteria can include revenue, margin, weighted margin, discount percentage, margin percentage, unit price and item quantities. Discounts may also be included.

2. Selection criteria. Selection criteria are used to determine when a commission is to be triggered. Selection criteria can be as simple as selecting which inventory, customers, territories or sales groups trigger a commission.

3. Calculations. Calculations are used to determine how much commission is paid. All calculations are defined by the basis and the selection criteria. Commissions can be calculated on a flat amount, a percentage, quantity sold or on a schedule of all three.

4. Determinations. Determinations outline when and under what circumstances commissions are paid. The determination will enable a commission to be paid under the set determination parameters regardless if your company pays bonuses at the end of the quarter, or no commission until the original sales order is paid.

redmaple.com

Advanced Commissions

for Microsoft Dynamics™ AX
Microsoft Dynamics 365 Finance & Operations

Red Maple®

Automated best practices mean better, smarter business.

Commission Accruals
If a company does not pay parties until the original invoice is paid, the commission can still be accrued for proper financial reporting with features that allow for the accrual of compensation over time. As a result, large sales organizations can accurately report future liabilities instead of estimating what may be a smaller or larger liability.

Periodic Payments
Red Maple's Advanced Commissions accounts for bonuses and periodic compensation over time. For instance, if you pay a sales manager for the performance of subordinates, that commission can be calculated over time, resulting in accurate reporting.

Quotas and Performance Measures
Red Maple's Advanced Commissions accounts for quotas, compensation plans and team based performance measures by tying the amounts directly into the sales projections for the entire sales staff. As a result when budgetary numbers are changed, quotas are adjusted for the salespeople in your organization.

Required Modules:
- Microsoft Dynamics™ 365 FOE
- Microsoft Dynamics™ AX 2012
- Microsoft Dynamics™ AX 2009

Additional Functionality:
Red Maple also publishes Adv. Commissions II which includes Service Orders, Projects and Draws.

Who do I contact for a demonstration or purchase?
Contact info@redmaple.com for pricing, demonstrations or purchasing information.

Red Maple™ has provided software to Microsoft Dynamics™ AX customers for 15+ years.

Territory (Geolocation) Commissions
With Red Maple's Advanced Commissions, territories can be tracked by geolocation (geocode) or postal code to allow for accurate reporting and mapping of customers. Sales to the applicable territory are automatically included in the selection criteria for every commission, allowing for additional flexibility for sales managers.

Adjustments and Re-calculations
Advanced Commissions contains functionality to adjust and calculate commissions after a sales order has been posted. Through commission and adjustment journals, you can make changes to commissions and payments via a structured process. Advanced Commissions can replace your reports and spreadsheets used to adjust commissions at the end of a period. Instead, all transactions can be modified without having to credit note and re-enter transactions with an audit trail.

Conclusion
Large or complex sales organizations have a powerful solution with amazing flexibility and processing power with Microsoft Dynamics™ AX and Red Maple's Advanced Commissions. For more information on Advanced Commissions, please contact your Microsoft Dynamics™ AX partner or visit our web site at redmaple.com.

Ready to launch your Advanced Commissions journey?

Contact Red Maple for details
Visit us: redmaple.com
Contact Us: info@redmaple.com

@redmaple