

Advanced Commissions

for Microsoft Dynamics™ AX
Microsoft Dynamics 365 Finance & Operations



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.

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Ready to launch your
Advanced Commissions journey?

Contact Red Maple for details
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