



**A Fully integrated commission and rebates calculation engine built for Microsoft Dynamics 365 Business Central.**

## Commission and Rebates by isatech

Commission and rebates are typically triggered depending of periodic target(s) to boost individual performances. As they are mostly individual and can be reviewed depending of company / market opportunities providing a flexible calculation engine is a priority.

Isatech's Commission and rebates engine consolidates standard sales and purchase entries to support sales incentives calculations. Targets can be defined from the most detailed item up to complex grouping logic. They can also be defined with multi level targets. You can easily follow on daily/monthly period individual/group achievements and create financial provision or documents.

You can manage commission agreements with customers, vendors, sales representatives, employees. Use the actual sales or purchase figures and check with targets to provide automated rebates and commission calculation.

You can define complex calculation rules based on items, customers, vendors metadata's. Use target levels to challenge your sales team.

You can also use hierarchical treeviews for items, vendors, customers or salesperson/purchaser to easily consolidate sales/purchase results.

Then create automatically sales or purchase document to register receivables or payables in financial management.



### Microsoft Partner

Gold Enterprise Resource Planning  
 Gold Cloud Customer Relationship Management  
 Gold Small and Midmarket Cloud Solutions  
 Silver Cloud Platform

## Key Usage Scenario's

- Salespeople / Sales representative commission:** Provide automated calculation based on proven sales result. Any sales document/customer is linked to a sales representative/salespeople. Define sales target per individual, item/group of items then consolidate sales records to provide “push on button” detailed calculation.
- Motivate your customers:** Want you customers to get better discount as they reach higher targets? Set target levels with higher incentives. Then provide month to month reports.
- Negotiate rebates with vendors:** You are incentive by your suppliers. Easily report your sales or purchase results to your partners and get quicker payment.
- Accounting provision/Financial records:** Transfer calculation result as financial documents / posting.

AGREEMENT  
REB0000001 · Sales Commission 2020

Process: Release | Actions: Navigate | Fewer options

Evaluate | Create Payments | Copy Agreement

Agreement No.: REB0000001 | Description: Sales Commission 2020 | Companies Included: 1

Type: Sales | Salesperson/Purchaser Code: AB | Status: Released

Starting Date: 01/01/2020 | Your Reference: SC 2020 | Sending Date: [ ]

Ending Date: 31/12/2020 | External Reference: 2020/0101 | Signing Date: [ ]

Entry Period: 1M

Description	Distribution Base	Distribution Base Period	Computation Mode	First Target Level	First Value	Detailed Values Amount (LCY)	Doc. Entry Amount (LCY)	Balance Amount (LCY)
→ 2% on TO over 2000	Amount	Period	Percentage	2 000,00	2,00	4 080,93	2 156,99	1 923,94

Agreement Included/Excluded | Manage

Type	Reference	Table Filter	Treeview Level
→ Included	Customer	Customer: No. = *	

Payment

ENTRY

Search Page

Starting Date †	Ending Date	Base Value	Amount	Cumulative Amount	Payment Amount	Cumulative Payment Amount	Balance
01/01/2020	31/01/2020	53 272,78	1 065,45	1 065,45	0,00	0,00	1 065,45
01/02/2020	29/02/2020	54 577,21	1 091,54	2 156,99	0,00	0,00	2 156,99
01/03/2020	31/03/2020	61 090,03	1 221,61	3 378,60	2 156,99	2 156,99	1 221,61
01/04/2020	30/04/2020	18 887,31	377,75	3 756,35	0,00	2 156,99	1 599,56
01/05/2020	31/05/2020	16 219,09	324,38	4 080,93	0,00	2 156,99	1 923,94
01/06/2020	30/06/2020	0,00	0,00	4 080,93	0,00	2 156,99	1 923,94
01/07/2020	31/07/2020	0,00	0,00	4 080,93	0,00	2 156,99	1 923,94
01/08/2020	31/08/2020	0,00	0,00	4 080,93	0,00	2 156,99	1 923,94
01/09/2020	30/09/2020	0,00	0,00	4 080,93	0,00	2 156,99	1 923,94
01/10/2020	31/10/2020	0,00	0,00	4 080,93	0,00	2 156,99	1 923,94
01/11/2020	30/11/2020	0,00	0,00	4 080,93	0,00	2 156,99	1 923,94
01/12/2020	31/12/2020	0,00	0,00	4 080,93	0,00	2 156,99	1 923,94