Feature and Benefits Document

Feature	Benefit
Automated Import of Sales Data	Ensures the most up to date information is available at all times
Calculate sales commissions on user driven parameters	User is in control of how sales commissions are generated and tracked based on their business model. Options include salesperson, sales territory, zip code, product, item type or user driven formula
Create custom formulas for generating sales commission structures	Allows the user to create custom formulas determining how commissions are calculated
Calculate commissions on paid or unpaid invoices	Generated commissions on invoices that have been paid vs. unpaid invoices
Calculate commissions on gross revenue	Generate commissions on gross revenue of sales orders entered into system
Calculate commissions on gross margin	Generate commissions on gross margin of product based on current cost / price configuration
Manage sales draws against commissions	Setup and maintain sales draw amounts and follow payments applied against the draw at any time
Generate commissions on graduating scale	As sales increase so do the sales commissions for each salesperson
Commission testing utility	Enables the user to determine if commission calculations are valid before activating in the system
Split Commissions	Allow for commissions to be calculated at multiple levels
Commission Processing History	Query historical commission payment details using multiple criterion
Process commissions from multiple companies	Consolidates sales commission management for multiple companies in one easy to use software