GREYTRIX

Sales Commission App for sage X3

Sales Commission

earned in addition to the salary, drives sales representatives to surpass their pre-set targets. When paid on time, this commission encourages them to keep exceeding their targets and directly impacts business metrics. However, calculating commissions and making timely payments can be excruciating with only manual intervention. Sales Commission Add-on for Sage X3 is here to help you redefine your Sales commission module.

KEY HIGHLIGHTS of Sales Commission Add-on for

sage ERP

▶ Set commission rules on different criteria easily

▶ Automate Commission calculations on sales transactions

▶ Post commission payments to sales executives accurately

▶ Send commission statements to sales executives via mail

▶ Generate exhaustive reports, dashboards and inquiries

BENEFITS

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Easy Integration

Greytrix's Sales Commission Add-on is a native application built using Sage X3 Platform Services, and hence it can seamlessly be integrated into General Ledger and other operational modules.

Minimize Errors in Commission Calculations

It enables users to implement the automated commission system and generate error-free calculations to improve employee productivity.

Timely Commission Payments

Process commission payments on time. Also, accurately calculate commissions and adjust payment according to sales representatives in addition to transparent reporting and tracking.

Flexible Commission Structure

Many businesses have different commission structures involving a variety product lines and services they offer to their customers. Greytrix's Sage ERP Sales Commission module provides flexibility in setting up the commission structure to suit business requirements with the combination of the sales group, product category, customer category, Sales site, shipment site etc.

Commission Tracking

This Add-on assists businesses in tracking sales and performance of sales staff and products/services offered to customers. Based on this data, companies can easily take critical performance decisions.

Dynamic Reports & Dashboards

With comprehensive reports, users can get complete details on sales commissions. Commission transactions are posted directly into General Ledger and tagged with crucial dimensions making it easier to report as per business requirements.
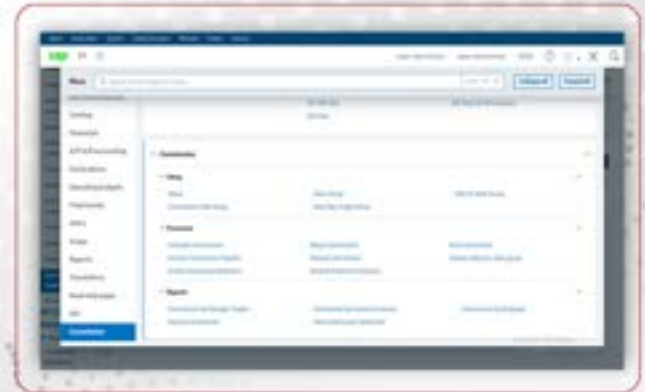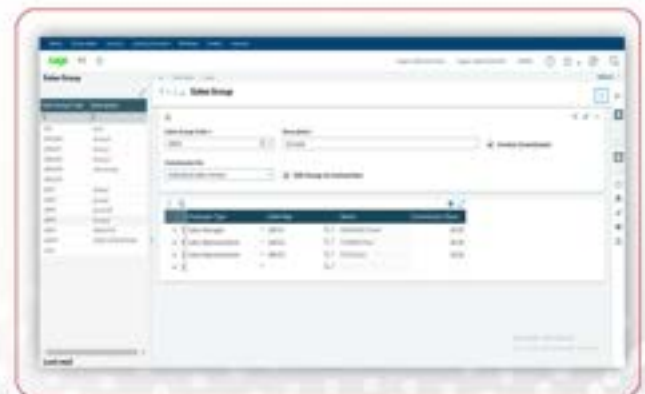
FEATURES

Native Application

Sales Commission Add-on for Sage X3 is a native application built using Sage X3 Platform Services. Users can access the module from within Sage X3. Additionally, the module is integrated into Order Entry, Sales Invoice, Accounts Receivable, Accounts Payable and General Ledger.

Application Integrations

It is integrated with Accounts Receivable and Order Entry modules. Users can select a commission group based on the structure; the commission will be calculated on the sales order and sales invoice. Commission expenses are recorded into General Ledger. Users can post-commission payments by linking it to either Account Payable Bills or General Ledger Journal Entries.

Commission Structure

Setup sales representatives or agents using standard Employee screen. The sales Commission Add-on allows users to set up commission structure as per their business processes and requirements. Users can set up a commission plan for a single or a group of salespersons. The combination of Commission Type and Plan determines commissions on sales transactions.
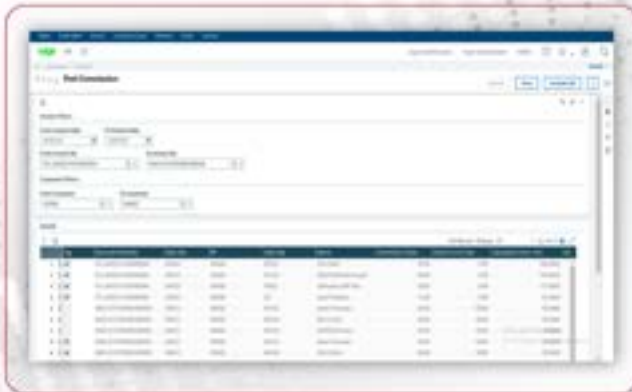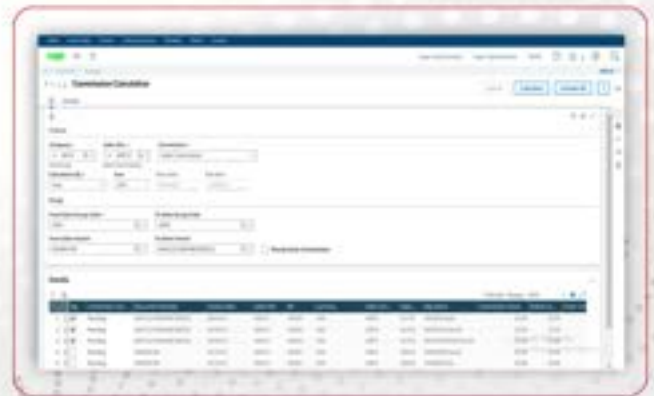
Commission Calculations and Adjustments

Automate the commission calculation on sales transactions using the predefined commission structure and minimize errors. Accurately calculate the commission on sales transactions posted from Sales invoices or Accounts Receivable modules. On sales returns or credit memos, commissions are reversed. Users can further adjust the commission negatively or positively, allowing them to make any adjustments after the system calculates the commission and before posting that calculated commission.

Commission Postings

In a multi-entity environment, commission transactions, i.e., commission expenses and commission payments, are recorded in correct entities. Commission expense on sales transactions is automatically recorded into General Ledger. Commission transactions are posted to desired GL accounts and can be tracked on standard reports. Standard dimensions such as Project, Product, Cost centres are tagged, which assists users in reporting.

Commission Payments

Automate the commission payment process and pay your employees on time. Restrict commission payment on only paid invoices. Link salesperson to a vendor and generate payment via Accounts Payable or post a journal entry. In addition to this, users can also make a manual payment outside of the Sage X3 system.

Reporting

Get comprehensive reports on calculated commissions and commission payments. Track commission on Invoices by getting details of commission calculated on sales amount. Track commissions earned by employees on sales transactions. These commissions can also be tracked easily.