



## Why Spend 204 Hours This Year

### Calculating Commissions Manually

### When You Can Do The Same Job In Just 36 Hours?

It's no secret that calculating sales commissions can be a tedious, complicated process. At the end of the day, it comes down to simply **who to pay, how much to pay** and **when to pay** the correct commissions to salespeople.

Many companies still use multiple Excel spreadsheets to manage their commissions. They manually enter sales data from their accounting system into spreadsheets — and back again. The fact is that this is an unnecessary, time consuming and error-prone process.

What's worse, you and your staff may spend hours each month actually miscalculating sales commissions! Such miscalculations frustrate the living daylight out of your sales force, not to mention all the time it takes to recalculate and adjust on your end. These common mistakes are easy to make over and over again in Microsoft Dynamics® GP.

The Good News? **EthoTech Commission Plan** is a completely automated commission management system with seamless integration built right into Microsoft Dynamics GP. More than 600 partners have recommended EthoTech Commission Plan to their customers in hundreds of different industries worldwide over the last decade.

### Are You Still Manually Calculating Commissions? Not After Reading This, You Won't!

**Our recent survey of Sales Managers and Controllers revealed just how many hours on average they spend in data entry by calculating – and recalculating – commissions for salespeople each month. The table at the right demonstrates clearly how much time and money your company will save by using **EthoTech Commission Plan**.**

	Using Complex Excel Spreadsheets	Using EthoTech Commission Plan	Savings Using EthoTech Commission Plan
Average # Hours To Calculate Commissions Per Month	17	3	<b>14 hours each month</b>
Average # Hours To Calculate Commissions Per Year	204	36	<b>168 hours each year</b>
Average Hourly Cost To Fulfill This Task (By Sales Manager/Controller)	\$60	\$60	
Average Monthly Cost (Hours Per Month x Hourly Cost)	\$1,020	\$180	<b>\$840 per month in savings</b>
	x 12 months	x 12 months	
Cost Per Year To Calculate Commissions	\$12,240	\$2,160	<b>\$10,080 savings this year</b>



## ► No More Manual Calculations Or Complex Excel Spreadsheets!

Do you spend hours of painstaking manual calculations and adjustments in order to handle your company's unique commission and royalty needs? Is it a constant battle to calculate and adjust for:

- Varying rates for different salespeople?
- Splitting commissions among salespeople?
- Changeable rates for different products they sell?
- Commissions that need modification after posting?
- Tracking commissions using sales quotas?
- Sliding scales based on the sales or margin amount?

The Solution? **EthoTech Commission Plan** uses a flexible, multi-step calculation model that takes into account the salesperson, the customer and all relevant items, allowing you to pay commissions with precision.

Now you can automate the calculation and payment of your commissions without your staff relying on complex spreadsheets or performing manual error-prone processes.

### HERE'S THE BOTTOM LINE:

**EthoTech Commission Plan** will reduce your company's costs when calculating and paying commissions. You'll simply save time *and* reduce the typical errors often made in Microsoft Dynamics GP. Call 678-384-7500 today and ask for the FREE guide 'Preventing Mistakes in Microsoft Dynamics GP'. Or go to [www.ethotech.com/mistakes](http://www.ethotech.com/mistakes) and download it yourself.

"With EthoTech Commission Plan, we've gone from about a week's worth of work by a staff accountant to about an hour of his time to review and send commissions out."

— C. Schaffer, CFO  
Hickory Foods, Inc.,  
makers of the BUBBA Burger®, USA

Features	Commission Plan By EthoTech	Dynamics GP Commissions By Microsoft	Commission Calc By Flaum Technologies
Automated commission management system with no need for manual intervention	✓		
Calculated commissions on posted SOP documents can be modified inside Microsoft Dynamics GP	✓		
Commission transactions are automatically created in the Microsoft Dynamics GP G/L, payables and U.S. payroll modules	✓		
Pay multiple salespeople on a single line item, all from within Microsoft Dynamics GP	✓		
Commissions automatically reduced as customer invoices age	✓		
Place commissions on hold for individual SOP documents or salespeople	✓		
E-mail commission reports to individual salespeople	✓		
Built right into Microsoft Dynamics GP to provide a simple to use seamless integration	✓	✓	
Automatically create commission accrual transactions	✓	✓	
"Out of the box" installation and setup	✓	✓	
Calculate commissions based on % of sale amount, % of margin, flat amount, per selling unit or per base unit	✓		✓
Split commissions between multiple salespeople	✓		✓
Flexible, multi-step calculation model that takes into account the salesperson, the customer and all relevant items in order to determine the commission rate	✓		✓
Reduce commissions for trade discounts, terms discounts, write-offs and markdowns	✓		✓
Track and pay commissions based on sales quotas or a sliding scale	✓		✓