



# Commission Plan by EthoTech

## *Unlock the Full Power of Commissions in Microsoft Dynamics GP*

Microsoft Dynamics GP gives you the basics. EthoTech's **Commission Plan** takes it further – delivering the flexibility, automation, and real-time insights GP alone can't provide.

With Commission Plan, you gain a **feature-rich, fully integrated solution** built right into GP that streamlines commission management, automates calculations, and eliminates manual work. From multi-tier commission structures and split payments to advanced reporting and real-time tracking, Commission Plan gives your business the tools to manage even the most complex commission plans with ease.

Best of all, implementations can be completed in **as little as 7 days**, delivering **immediate ROI** through faster processing, reduced errors, and improved transparency for your team.

If you want **greater flexibility, powerful automation, and complete control** over your commissions. Commission Plan by EthoTech is the upgrade your GP environment needs.

## Features

	COMMISSION PLAN BY ETHOTECH	DYNAMICS GP COMMISSIONS BY MICROSOFT
Built right into Microsoft Dynamics GP to provide a familiar experience with seamless integration	✓	✓
Automatically create commission accrual transactions	✓	✓
Seamless, plug-and-play installation right within Dynamics GP	✓	✓
Provide real-time reporting on your commission liability at any time during the month	✓	✓
<b>Automated commission management system with no need for manual intervention</b>	✓	
Commission Adjustment Module for scenarios such as bonuses, draws, expense reimbursement, marketing allowances, chargebacks, or commission corrections	✓	
Easily import bulk commission adjustments for items not tied to Sales Documents	✓	
Assign multiple salespeople to individual customers, ship-to addresses, sales territories, and inventory items	✓	
Calculate commissions based on % of sale amount, % of margin, flat amount, per selling unit or per base unit	✓	
Calculate commissions based on a tier-based sliding scale	✓	
Calculate commissions based on sales quotas (e.g., accelerators, milestones, and thresholds)	✓	
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	✓	
Commissions automatically reduced as customer invoices age	✓	
E-mail commission reports to individual salespeople and/or sales managers plus more	✓	
Calculate commissions using multiple factors at once – who sold it, who bought it, and what was sold – so the right commission rate is applied every time	✓	
Pay a single salesperson multiple times for a single sales document (e.g., once as a sales person and once as the sales manager)	✓	
Pay multiple salespeople on a single line item, all from within Microsoft Dynamics GP	✓	
Place commissions on hold for individual SOP documents or salespeople	✓	
Reduce commissions for trade discounts, terms discounts, write-offs, payment terms, credit card types and markdowns	✓	
Schedule rate calculation overrides using effective dates for seasonal business, promotional products, or discontinued products	✓	
Split commissions between multiple salespeople	✓	
Commission-specific SmartList Objects showing commission data and setup details, including plans, assignments, rates, and territories.	✓	

*“The only thing GP’s commission functionality can handle is if sales people calculate their commissions based on a percentage of Gross Sales. If you need software to handle something more complex, you need to look at EthoTech’s add-on module [Commission Plan]”*

*“None of my customers use the commissions functionality out of the box from GP. They just get the gross sales figures per salesperson, which they run through an Excel sheet to calculate commissions payable.”*

Contact us to learn more

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