



Commissions Management

UCM's Commission module supports complete automation for the OEM or vendor to establish sales commission parameters for partners, based on registered deals or invoices, products and associated partner tiers. Commissions supports such partner programs from associating a rule set with relevant partners to automatically calculating the commission payable to the partner.

Commissions Engagement

Sales gamification management is an integral component of the Commissions module. Vendors can create engaging commissions programs for their channel partners, developing strategies and policies that incentivize partner sales reps to earn commissions fairly, equitably and consistently in accordance with the values of their organization.

Paying commissions in a global context can be complicated. The UCM Commissions module handles this challenge with ease, providing language and currency support for multiple countries and regions across the world. Vendors can easily select generic language and designate the currency applicable to a partner group when they establish a commission rule set.

Deal	Commission Name	Partner	Type	Commission Amount	CREATED BY
000008	000008	Winglet Partner	Registered Deal	\$ 100	Winglet User
000004	000004	Winglet Partner	Registered Deal	\$ 200	Winglet User
000005	000005	Winglet Partner	Registered Deal	\$ 150	Winglet User
000002	000002	Winglet Partner	Registered Deal	\$ 700	Winglet User
000009	000009	Winglet Partner	Registered Deal	\$ 200	Winglet User
000007	000007	Winglet Partner	Registered Deal	\$ 200	Winglet User
000006	000006	Winglet Partner	Registered Deal	\$ 700	Winglet User
000003	000003	Winglet Partner	Registered Deal	\$ 200	Winglet User
000001	000001	Winglet Partner	Registered Deal	\$ 700	Winglet User
000000	000000	Winglet Partner	Registered Deal	\$ 200	Winglet User

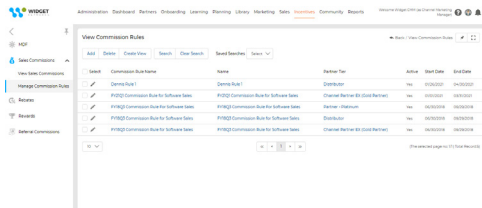
Key Features

- ✓ Optimize relationships
- ✓ Transparent sales accounting
- ✓ Better performance and revenue generation

Commissions Management

Easily set up and enable sales commission calculation and tracking. You can easily link a selected partner tier, activation dates, fiscal quarter and product(s) to a specific rule set. These rule sets are then used in the commission calculation setup to create a deal or invoice linked to items and sales representatives, which must be matched by the sales order to entitle the partner to a commission. The calculation of commissions can also be performed for individual partners and/or specific items.

UCM's Commissions can be calculated and payable quarterly. You can instantly have an overview of your commissions displaying, commissions payable to your partners, including the partner name, commission source type and commission value.



Key Features

- ✓ Viewable Rules and Results
- ✓ Monitor details about partner performance
- ✓ Identify top-performing partners

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