Commissions Management

Use the Commissions Management module to establish both sales and referral commission parameters for partners based on registered deals or invoices, referral leads, products and associated partner tiers. The module automates multiple commissions-related functions, from associating a rule set with relevant partners to calculating commissions 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.
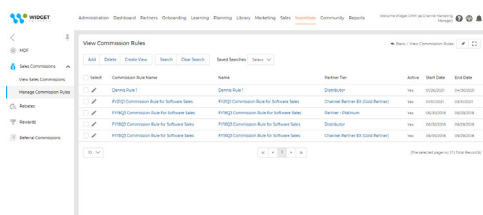

Key Features

✔ 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.
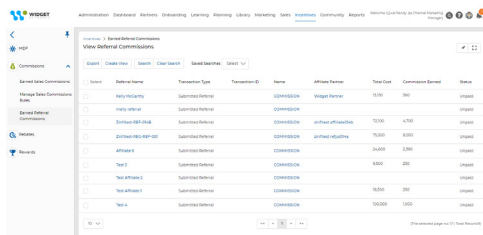

Key Features

✔ Viewable Rules and Results

✔ Monitor details about partner performance

✔ Identify top-performing partners

Referral Commissions

Referral Commissions Module – supports complete automation for the OEM or the Affiliate Partner to View Payable Commissions; pre-configured by the Admin on Product Price Books and utilized by the Affiliate Partner to Register a Referral inclusive of those Product Price Books. Referral Commissions are an integral part of Affiliate and Referral Programs - from associating a commission rule set with relevant price books to automatically calculating the referral commission payable to the Affiliate Partner on registering a Successful Referral.

Paying Referral Commissions in a global affiliate referral program context can be complicated. UCM Referral Commissions module handles this challenge with ease, providing language and currency support. Vendors can easily select generic language and designate the currency applicable to a specific Product/Service Price Book when they establish a commission rule set.

Key Features

✔ Referral Registered based Commissions

✔ Viewable Earned Commissions

✔ Commission based Price Books

✔ Fixed Value or Percentage based Commissions

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