



Commissions Management

UPM Commission Management helps us establish partner sales and referral commission parameters based on registered deals or invoices, referral leads, products, and associated partner tiers. Commission Management 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 Commission Management. Vendors can create engaging commission programs for their channel partners, developing strategies and policies that incentivize partner sales reps to earn commissions by their organization’s values moderately, equitably, and consistently.

Paying commissions in a global context can be complicated. UPM Commission Management easily handles this challenge, providing language and currency support for multiple countries and regions worldwide. Vendors can easily select a generic language and designate the currency applicable to a partner group when establishing a commission rule set.

Commission	Partner	Deal Search	Start Date	End Date	Commission Amount	Status
10000001	ABCDEF	ABCDEF	2020-01-01	2020-12-31	1000	Active
10000002	ABCDEF	ABCDEF	2020-01-01	2020-12-31	2000	Active
10000003	ABCDEF	ABCDEF	2020-01-01	2020-12-31	3000	Active
10000004	ABCDEF	ABCDEF	2020-01-01	2020-12-31	4000	Active
10000005	ABCDEF	ABCDEF	2020-01-01	2020-12-31	5000	Active

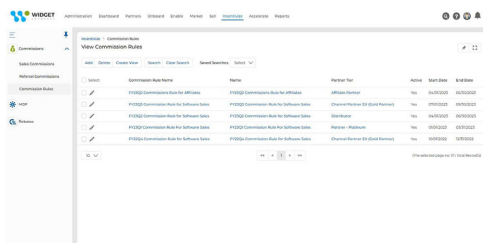
Key Features

- ✓ 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 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 specific items.

UPM'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's name, commission source type, and commission value.



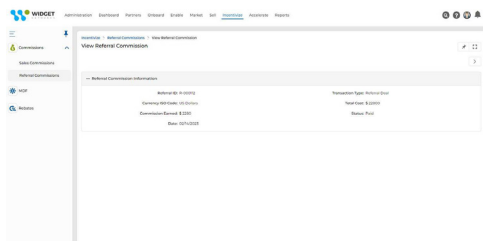
Key Features

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

Referral Commissions

Referral Commissions – 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. UPM Referral Commission Management easily handles this challenge, providing language and currency support. Vendors can easily select a 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

AMERICAS

sales.noram@zinfitech.com
6200 Stoneridge Mall Road, Suite 300
Pleasanton, CA 94588
United States of America

EUROPE, MIDDLE EAST AND AFRICA

sales.emea@zinfitech.com
Davidson House
Forbury Square, Reading
RG1 3EU, United Kingdom

ASIA PACIFIC

sales.apj@zinfitech.com
3 Temasek Avenue
#21-00 Centennial Tower
Singapore 039190

Please visit www.zinfo.com/contact-us to see the locations and contact information of our other global offices.

© ZINFI Technologies Inc. All Rights Reserved.

Australia • China • Hong Kong • India • Indonesia • Japan • Korea • Romania • Singapore • UK • USA