



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.

Select	Name	Partner	Type	Commission Amount	KEY CREATED BY
<input type="checkbox"/>	000000	Howard Higgins	Registered Deal	1200	Global DMI
<input type="checkbox"/>	000001	Alvinia Dorman	Registered Deal	2000	Global DMI
<input type="checkbox"/>	000002	Wesley Coleman	Registered Deal	2700	Global DMI
<input type="checkbox"/>	000003	Margaret & Michael	Registered Deal	1700	Global DMI
<input type="checkbox"/>	000004	Don Maury	Registered Deal	1200	Global DMI
<input type="checkbox"/>	000005	Michael Dale	Registered Deal	2000	Global DMI
<input type="checkbox"/>	000006	Paul & Arnold	Registered Deal	2000	Global DMI
<input type="checkbox"/>	000007	Brian Austin	Registered Deal	1200	Global DMI
<input type="checkbox"/>	000008	Willie Lynn	Registered Deal	1100	Global DMI
<input type="checkbox"/>	000009	Edward Courtney	Registered Deal	900	Global DMI

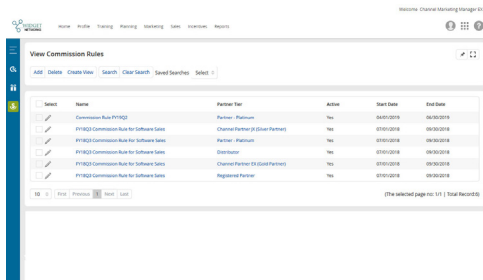
Key Features

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

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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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