

Centralize and Manage Commission Plans With Ease

With NetSuite Incentive Management, commission programs can be managed centrally and collaboratively. Executives, sales managers and finance managers alike can manage compensation rules within commission schedules in a familiar spreadsheet-like interface. Commission rules can be configured with different performance measures including:

- **Quotas:** Per period (monthly, quarterly, annually, year-to-date) categorized by total sales, product or service, subsidiary, class of business, department or location.
- **Total Sales or Quantity Sold:** Per order or period categorized by product or service, class of business, department or location.
- **Profitability:** Based on each order categorized by product.
- **Custom Measurement:** For all quota- and sales-based commission plans, NetSuite offers the ability to calculate commissions based on custom criteria.

With NetSuite Incentive Management, multiple commission schedules can be rolled into comprehensive commission plans that can include multiple rules and enforce effective dates. This provides flexibility into how you structure and deploy your commission plans.

Supports Sophisticated Commission Rules

NetSuite provides sophisticated rule management to ensure that you can structure commissions and payments the way you want them:

- With NetSuite, commissions can be calculated on a linear scale, a marginal scale, a target factor or

Key Capabilities

- Calculate commission rules based on multiple criteria.
- Calculate and report on partner commissions.
- Multiple scale options: linear, marginal, target factor.
- Split commissions between team members on same sales transaction.
- Process commission payments through sales managers and/or accounting personnel.
- Use analytics to forecast commission earnings.

no scale at all. A linear scale uses the total value of the order to determine the payment. A marginal scale allots portions of the order value to each step of a scale. A target factor enables a single schedule to be set using a linear scale to award a percentage of the target factor.

- Easily calculate indirect commissions that are due to managers and executives from sales at the field level. Simply set up a schedule that applies to sales managers and executives. When field sales personnel on the manager's team book orders that qualify, the amount will be reflected in the compensation due to the manager or other qualified individuals in the organizational hierarchy.
- Set up split commissions when needed. With Team Selling capabilities, you have the ability to split commissions between multiple parties on the same sales transaction. Simply specify the appropriate contribution percentages for each sales individual involved in the transaction, and commission schedules automatically use the contribution percentage to determine the payout.

