



Business-  
Software  
for People

cc | commission

SCALCULATIONS BASED ON QUANTITY AND AMOUNT

VISIBILITY THROUGHOUT COMMISSION SETTLEMENT COMMISSION SPLITS

COMMISSION PROPOSAL AND SETTLEMENT

COMMISSION AND BONUS TIED TO ORIGINATING DOCUMENT

MULTI-CURRENCY COMMISSION SETTLEMENT

PROOF OF COMMISSION

FLEXIBLE DEFINITION OF COMMISSION RATES

BONUS SETTLEMENT CAN BE MAPPED SIMILAR TO COMMISSION SETTLEMENT

SETTLEMENT AFTER DELIVERY | INVOICING OR INCOMING PAYMENT

BASIS FOR COMMISSIONS CAN BE ADJUSTED

HISTORICAL TRACKING FOR AUDIT OR RECIPIENT VERIFICATION

TIERED COMMISSIONS AND GROUP CALCULATIONS



# COMPANY PORTRAIT



COSMO CONSULT specialises in the implementation and system management of **industry and business solutions** based on cutting-edge software technologies. We deliver industry-oriented complete solutions for midsize businesses in the manufacturing, service and retail industries by providing an extensive range of industry-specific and special solutions based on **Microsoft Dynamics** and **QlikView**.

We offer our customers over 18 years of national and international project experience in the implementation of **Microsoft Dynamics NAV** (previously Navision) and **Microsoft Dynamics AX** (previously Axapta) ERP solutions. We are also experts in the **Microsoft Dynamics CRM** customer relationship management system and the **Microsoft SharePoint** document management and portal system, which can be integrated seamlessly into the ERP system environment. We therefore deliver fully integrated software systems for use in all areas of the company. With the aid of the **QlikView business intelligence solution**, our customers are able to access all of their company data in a structured and manageable format at any time.

An **implementation method** tailored to the project is a prerequisite for successful software implementation. For over 15 years, we have placed our trust in proven implementation methods when implementing our software projects, such as **SureStep** for successful ERP project implementation and the **agile implementation methodology** for rapid results when realising business intelligence (BI) projects.

At COSMO CONSULT, people are our focus. After all, it is people who decide whether our software is efficient or inefficient, who judge its strengths and weaknesses, who experience joy or frustration when using it and ultimately determine if it is a success. That's why we provide:

## Business Software for People

In most companies, sales representatives are compensated in accordance with their performance, based on a commission agreement. The same can be true of freelancers, brokers, franchisees, sales partners and third-party sales organizations. The variables which make up a commission structure can be complex. This calls for end-to-end management of all data which is relevant to commissions in order to make all the calculation methods and results transparent to the user and the recipient.

### OUR SOLUTION

cc|commission compliments COSMO CONSULT's industry solution offerings, based on Microsoft Dynamics® NAV. This add-on is simple to administer and offers the flexibility needed to support your company-specific commission structure requirements (see Figure 1).

### INTEGRATED WITH MICROSOFT DYNAMICS NAV

The documents which are created in Microsoft Dynamics NAV when preparing an offer, placing an order or issuing an invoice provide the basis for commission and bonus settlement. This data and these documents are used in Microsoft Dynamics NAV for calculating settlement – according to the rules and settings which you defined in line with the specific requirements of your company.

### CALCULATING COMMISSIONS AND BONUSES

The amounts for commissions and bonuses can be calculated in many different ways and can be determined for any periods using different basic data. From a simple percentage of an invoice to a margin-based commission split, you can set up multiple commission and bonus schedules to reflect your business environment. No matter what your business requirements are, with cc|commission, calculating and paying is no longer a time consuming challenge.

### CALCULATIONS BY QUANTITY AND AMOUNT

Commissions can be linked to a quantity scale (number, unit) or to an amount scale (currency). This enables you to allocate commissions either from a minimum number of the item or from a minimum amount.

### SETTLEMENT AFTER DELIVERY, INVOICING OR INCOMING PAYMENT

The commission module permits you to define which postings are to be used for commission settlement. This allows you to define whether the commission should be calculated on the basis of the values for the posted delivery or on the basis of posted invoices, or incoming payments. In the latter case, the actual incoming payments - i.e. minus any completed cash discount deductions - are taken into consideration.

### FLEXIBLE CALCULATION BASE FOR COMMISSIONS

The commission to be paid can be determined on the basis of the item price (without taking the revenue reductions into consideration) or also take into account discounts on invoices or item surcharges and discounts and be reduced accordingly.

### MULTI-CURRENCY COMMISSION SETTLEMENT

Multi-currency commission settlement is becoming increasingly important for international companies today. cc|commission provides multi-currency commission settlement and offers additional flexibility in an international environment.

### BONUS CALCULATION

cc|commission can also be used equally for commission settlement and for calculating bonuses. From the calculation viewpoint, there is no difference between bonus and commission management.



Bonus calculation can be used in the same manner as any of the commission settlements.

### SETTLEMENT WITH PROOF VIA THE PROPOSAL PROCEDURE

The system initially determines the amount for commission settlement and lists the result. However, you can still audit and make any changes or additions manually without changing the original documents. In this way we enable you to continuously document your commission or bonus settlement in order to guarantee maximum transparency for your company.

The system also supports you in reproducing the calculation step-by-step so that you can quickly detect possible error sources. Posted documents can be taken into account in the commission settlement.

A commission settlement can be created for the commission recipient concerned. Various options of

doing this automatically or in particular cases manually are also available. All the data required to check and prove the payment is provided at the same time as the commission settlement is created.

Sales can be the key driver to an organization. Sales people are motivated by their earning potential - why risk disappointing them by incorrect or late payments when all the data you need is in Microsoft Dynamics NAV?

By using cc|commission you ensure that no matter how complicated your commission structure, or how often it changes, you can compensate your employees timely and accurately.

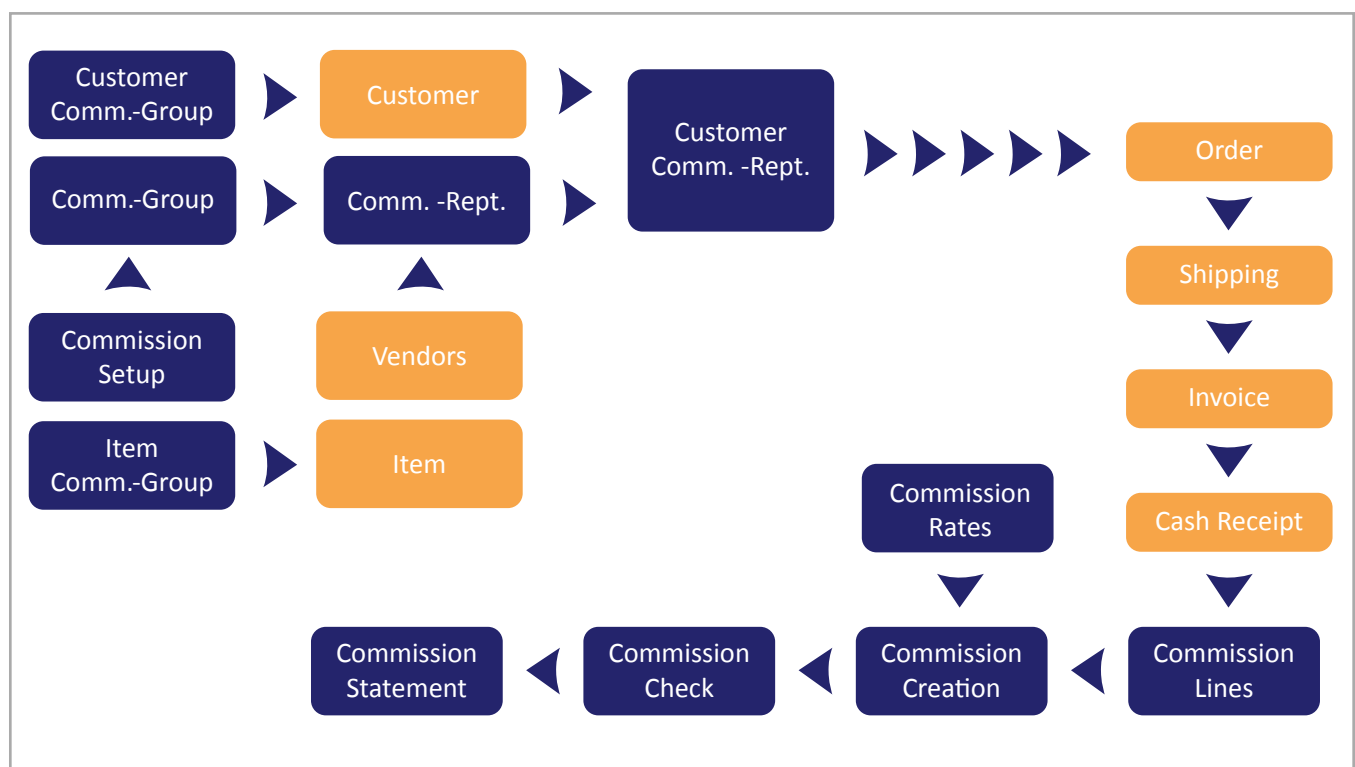


FIG. I OVERVIEW COMMISSION

## COSMO CONSULT

Business Software for People

Our commitment to finding the best solutions for our customers and to providing innovative features in order to optimise their business and bring them new levels of success is also reflected in our partnerships with Microsoft and QlikTech.

### COSMO CONSULT AND MICROSOFT — A STRONG ALLIANCE

While Microsoft brings innovative, intuitive and investment-safe products, COSMO CONSULT brings its extensive product knowledge, industry expertise and many years of project experience, resulting in a strong partnership for successful IT projects.

As a certified Microsoft Gold partner, COSMO CONSULT has received a number of awards in recent years. Microsoft gives these awards in recognition of the continued commitment of this partner to delivering industry and customer-optimised software solutions, thereby driving the further technological development of Microsoft products.

COSMO CONSULT provides clients the ability to extend their Microsoft Dynamics platform with feature rich solutions to meet the today's demanding requirements. Solutions that are Certified for Microsoft Dynamics (CfMD) signify that the solution has met Microsoft Corp.'s highest standard for partner-developed software.

What does this mean? Solutions that are Certified for Microsoft Dynamics have demonstrated development quality and compatibility with the Microsoft Dynamics product on which they run by passing rigorous software testing for Microsoft Dynamics performed by VeriTest (a service of Lionbridge). In addition, the Microsoft Dynamics partner must have customers who are successfully using the certified solution and are willing to recommend it.

**Microsoft Partner**  
Gold Enterprise Resource Planning

2014 PRESIDENT'S CLUB  
*for Microsoft Dynamics*

2013 PRESIDENT'S CLUB  
*for Microsoft Dynamics*

2012 PRESIDENT'S CLUB  
*for Microsoft Dynamics*

2011 PRESIDENT'S CLUB  
*for Microsoft Dynamics*

2011 Microsoft Dynamics  
**Reseller of the Year**

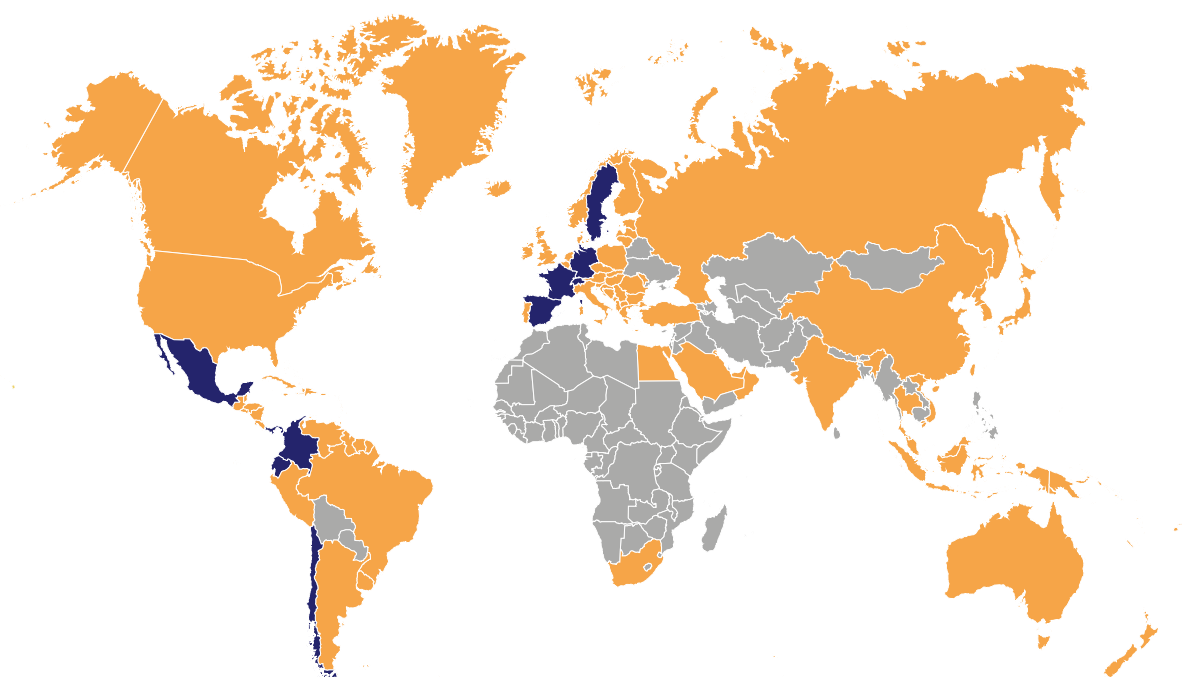
2014 INNERCIRCLE  
*for Microsoft Dynamics*

2011 INNERCIRCLE  
*for Microsoft Dynamics*



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