



COSMO Commission
based on Microsoft Dynamics 365
Business Central



In sales especially, employees often receive variable salaries calculated on the basis of performance-related commission agreements. The same applies to many freelancers, brokers, franchisees or sales partners. Here, the performance of each individual employee is essential for the overall economic success of the company. And nowhere else can the connection between performance and success be documented as easily. Earning potential is an important motivating factor. Good performance should therefore be rewarded accordingly. This personal sense of achievement can be further enhanced by paying commissions and bonuses in a timely, error-free and transparent manner.

However, commission accounting is often complex, as it is usually based on many factors that aim, for instance, to ensure a strong performance in the long run. Only if data and methods of calculation are managed in one place, i.e. in the ERP system, does the accounting stay transparent for all parties involved. This is exactly what the **COSMO Commission** add-on module based on Microsoft Dynamics 365 Business Central on-premises guarantees.

COSMO Commission is easy to manage and so flexible that you can fully implement your company-specific commission calculation requirements without compromise.

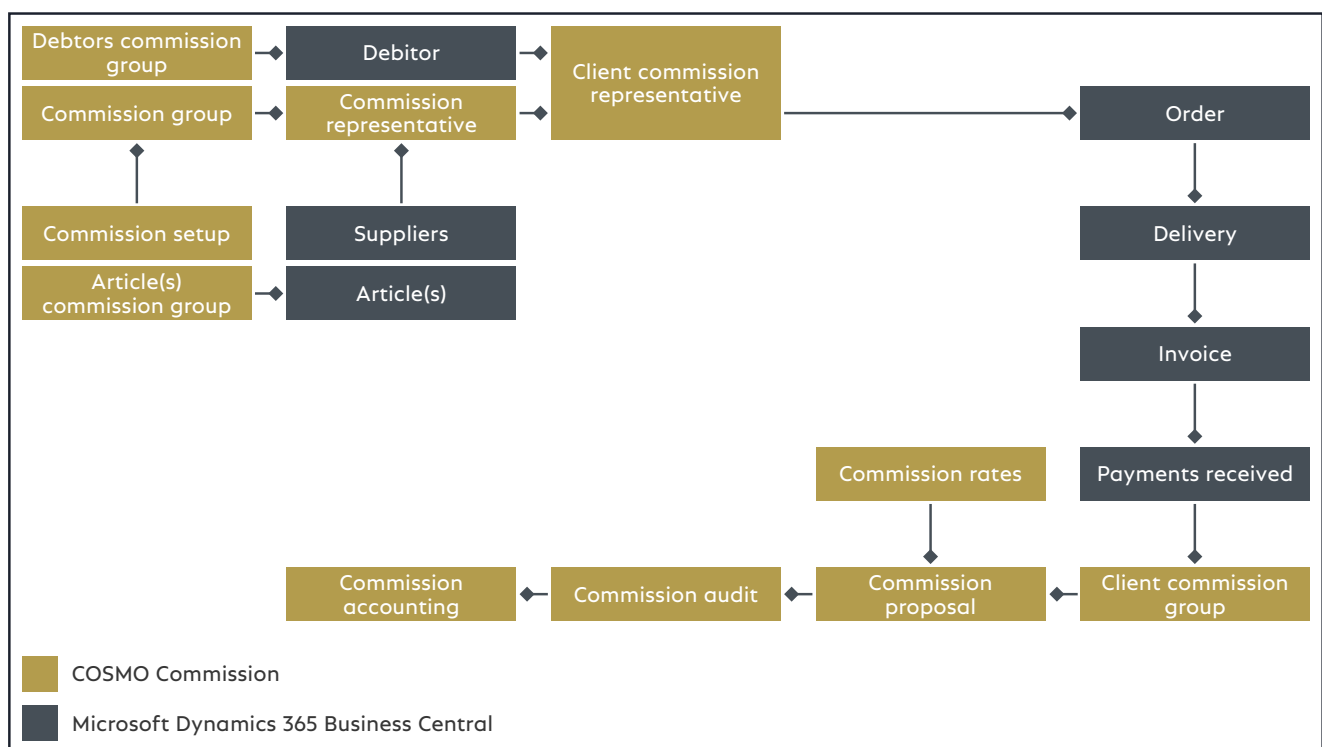


Fig. 1: Process mapping commission

Flexible Commission and Bonus Accounting

Commission and bonus accounting is based on daily sales documents such as quotes, orders, delivery notes or invoices. **COSMO Commission** uses the documents to calculate commissions according to previously defined rules and settings (see fig.2).

Commissions and bonuses can be calculated in different ways and for different periods of time: Our offer ranges from a simple percentage rate per invoice, to margin-based, multi-tier commission distribution where various influencing factors are taken into account. No

matter how your commission accounting is organized, **COSMO Commission** allows you to set up any number of commission and bonus plans. Commissions can be calculated, for example, at 80% of the net value billed per month depending on a specified quantity scale (see fig.3).

So regardless of how your commission models are designed, with **COSMO Commission** the time required for accounting becomes minimal.

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COMMISSION RATES

Commission Rates

GENERAL

Sales Type Filter

None

Type Filter

None

Sales Code Filter

Code Filter

Comm. Recipient Type Filter

None

Starting Date Filter

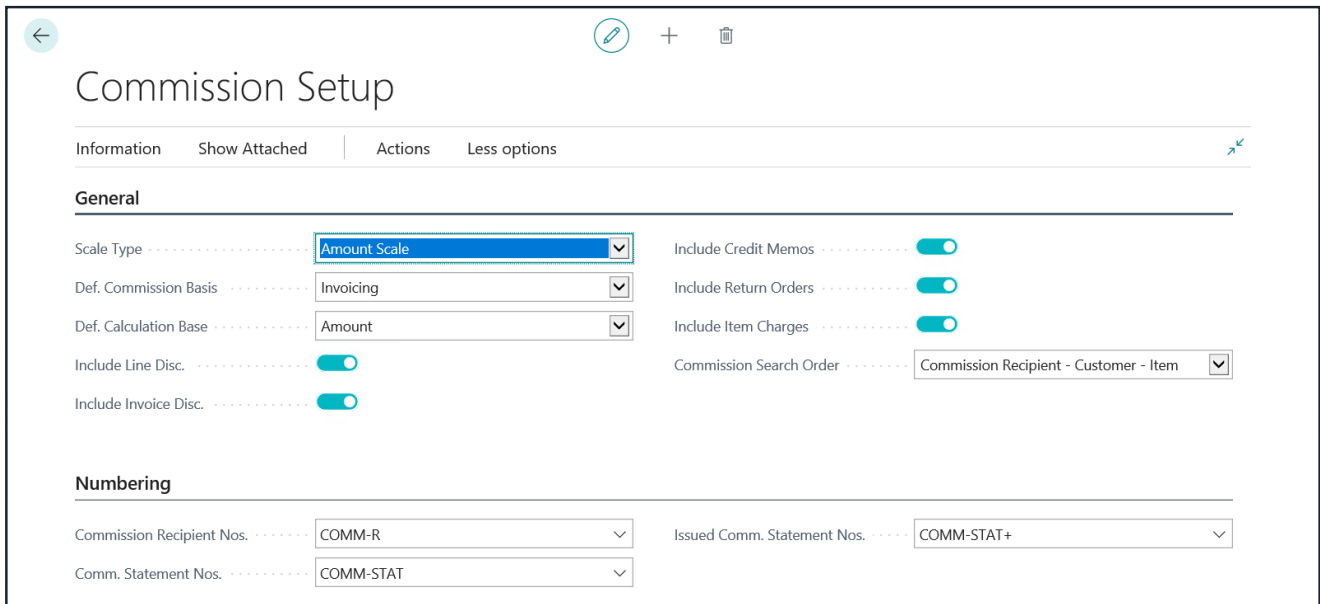
Comm. Recipient Code Filter

Currency Code Filter

Manage

SALES TYPE	SALES CODE	COMM. RECIPIENT TYPE	COMM. RECIPIENT CODE	TYPE	CODE	MINIMUM AMOUNT	COMMISSI... TYPE	COMMISSION	STARTING DATE	ENDING DATE
Customer Cor	LARGE ACC	Commission R	C-0001	All Items		10,000.00	Percent	4.50		
Customer Cor	LARGE ACC	Commission R	C-0002	All Items		10,000.00	Percent	4.25		
Customer Cor	LARGE ACC	Commission R	C-0003	All Items		10,000.00	Percent	4.50		
Customer Cor	LARGE ACC	Commission R	C-0004	All Items		10,000.00	Percent	4.75		
Customer Cor	LARGE ACC	Commission G	STANDARD	Item Commiss	FURNITURE		Percent	3.25		
Customer Cor	LARGE ACC	Commission G	STANDARD	Item Commiss	HARDWARE		Percent	3.50		
Customer Cor	LARGE ACC	Commission G	STANDARD	Item Commiss	STANDARD		Percent	3.00		
Customer Cor	RETAIL	Commission G	STANDARD	Item Commiss	FURNITURE	200.00	Percent	2.25		

Fig. 2: Commission rates



Commission Setup

Information | Show Attached | Actions | Less options

General

Scale Type Amount Scale

Def. Commission Basis Invoicing

Def. Calculation Base Amount

Include Line Disc. ☒

Include Invoice Disc. ☒

Include Credit Memos ☒

Include Return Orders ☒

Include Item Charges ☒

Commission Search Order Commission Recipient - Customer - Item

Numbering

Commission Recipient Nos. COMM-R

Issued Comm. Statement Nos. COMM-STAT+

Comm. Statement Nos. COMM-STAT

Fig. 3: Commission Setup

Combine different Calculation Factors

Commissions can be tied to quantity (units of quantity) or value scales (currencies). This means commissions can be settled based on a minimum quantity or a minimum amount. The commission module allows you to specify which entries should be used for the commission accounting. You can decide whether the commission is calculated based on the values of entered deliveries, invoices or payments received. In the latter case, the actual payments received minus any discount deductions are taken into account. The commission to be paid can also be determined on the basis of the article price, whereby:

- sales deductions (invoice or product discounts) are either not considered or
- the commission is reduced accordingly.

For multinational companies, multi-currency commission accounting is becoming increasingly important. COSMO COMMISSION specializes in this type of commission settlement and thus provides additional flexibility in an international environment.

The commission module can be used for both commission calculation and bonus calculation, since the calculation and administration procedures are very similar.

Commission Accounting is under Control

COSMO Commission first creates a proposal for the commission settlement and clearly lists the result. You can then check the values and make manual changes if necessary. This does not affect the original documents. Documents that have already been entered are automatically included in the commission accounting. You can also change the commission for these documents.

The full commission and bonus accounting process is continuously documented, ensuring maximum transparency. The commission module also helps you verify individual calculations by going backwards in a step-by-step manner to identify potential sources of error.

The commission accounting can be scheduled—for example, monthly—or performed manually. All the information required for auditing settlements and payments is provided together with commission account (see fig.4).

With COSMO Commission you ensure that your employees are paid promptly and accurately, no matter how complicated your commission model may be or how often you change it.

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COMMISSION STATEMENT

+

CS-10000 · Adam Green

Process

Show Attached

Actions

Navigate

Less options

General

No. CS-10000 ...

City Edinburgh ▾

Commission Recipient No. C-0002 ▾

Posting Date 1/31/2020

Name Adam Green

Document Date 1/31/2020

Address 235 Peachwood Ave.

Statement from 1/1/2020

Address 2

Statement to 1/31/2020

Post Code EH16 8JS ▾

Lines

Manage

More options

SOURCE DOCUMENT TYPE	SOURCE ID	SELL-TO CUSTOMER NO.	SELL-TO CUSTOMER NAME	ITEM NO.	DESCRIPTION	POSTING DATE	DOCUME... DATE	QUANTITY	UN ME CC
Invoice	103030	10000	The Cannon Group PLC	70000	Side Panel	1/12/2020	1/12/2020	2	PCS

Fig. 4: Commission statement

Austria • Chile • China • Columbia • Ecuador • France • Germany • Hungary
Mexico • Panama • Peru • Romania • Spain • Sweden • Switzerland

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