



Overview:

Commissions & Incentives play an essential role in sales management of an organization. Computation of commission and incentives is an extremely challenging and complex process in today's world. There is a constant need for innovation in respect to managing internal and external agency commission. Flexibility is the key factor to achieve this goal.

Indus commission & incentive module is part of Indus suite of products that facilitates the calculation of commissions and incentives as well as payment services for external agencies (ex Field Investigators) as well as internal members based on various events and tariff structures. It can also handled TDS & Service Tax on payments.

Key Benefits:

- Banks/ Financial Institutions can increase their revenues by employing strategic incentive/ commission plans
- Supports extremely flexible commission and incentive scheme definition
- Minimizes leakage by automation and enhanced controls.
- Improves agency service and retention with fewer disputes and faster payouts
- Reduces cost by automating commission and incentive payouts by integrating directly with transaction data

Key Features

- **Trigger based calculation:** The calculation for commission/incentive is triggered on happening of a particular event or result of an event.
- **Payment structure:** Supports definition of a multi-tiered payment structure.
- **Flexible linking plan:** The module is flexible where the linking of multiple commission plans to single entity/user and multiple entities to a plan is possible.
- **Define frequency:** Calculation of commission/incentive at pre determined frequency as per the plan
- **Trailing commission:** Define 'trailing commission' related to the receivables.
- **Define rules for commission calculation:** Calculation and display of earned commission based on Amount or Percentage and as a flat value or for a range with specified min. and max. values
- **Commission display:** Supports display of estimated commission for an application
- **Manual adjustments:** Ability to make manual adjustments on calculated commission
- **Reports:** Application level & agency level