



Sales Commission M A N A G E R

SCM provides a cost effective, robust solution that is described by the following essential features:

- Use as a bolt-on to an existing CIS
- Database independence (JDBC)
- Secure application access
- Customizable commission calculation
- Flexible commission schedules
- Variable/Tiered commission rates
- Multiple commission basis types
- Advanced vesting options
- Exportable data formats
- Built-in audit trail
- PDF document reports

Core Modules:

- Configuration Manager
- Data Sweeper
- Calculation Engine
- Payment Manager
- Web Services API

Target Markets:

- Retail Electricity
- Retail Natural Gas
- Long distance telephony

Sales Commission Manager (SCM)

Most Customer Information System (CIS) applications have rudimentary support for sales commissions. They tend to be in-house solutions based on technologies that are not scalable, do not support complex methods of commission calculation, and have limited auditing and automation capabilities.

Cogent's **Sales Commission Manager (SCM)** application will bolt onto your CIS and calculate commissions for you regardless of the frequency of the commission events and the complexity of the commission methods. Cogent's full-featured product offers a wide range of capabilities with an easy-to-use interface. Choose to remove your commissions-calculation headache by selecting the **SCM** application, and give your sales staff the peace of mind that their commissions will always be on time and accurate.

SCM consists of several modules:

The Configuration Manager

The Configuration Manager allows the user to configure the commission rates, commission schedules and payment events. Commission payments can be based on service activation or on recurring service periods. Commission payments based on a fixed amount, a flat or tiered rate, a percentage of usage or a billed amount is supported. If the user chooses the pre-pay commission option, the application provides the ability to true-up the amount paid against actual usage when it is available.

The Data Sweeper

The Data Sweeper is the interface that pulls the required data from the CIS into **SCM**. This function can be scheduled and is customizable based on the interface methods supported by the CIS (batch file load, web service, direct database query, etc.).

The programming logic contained within the sweeper is specific to each type of CIS that is used with the SCM application. This interface therefore needs to be custom-coded based on the specific CIS or datasource in use. If your CIS is not already covered by the list of pre-coded interfaces, it can be easily added to that list with minimal effort by Cogent engineers.

The Calculation Engine

The Calculation Engine is the processing module that calculates commission amounts. It is also responsible for determining when a commission is vested and can be paid out. The vesting period of a commission is a configurable value that can be varied.



Increased Productivity...

If your customer billing records are stored in a CIS and you calculate commissions outside of that system manually (using Excel or a similar tool), then you likely spend too much time/effort calculating commission amounts and cross-checking with the data from your CIS to ensure accuracy. **SCM** is designed to remove this headache by directly interfacing with your CIS to access the appropriate data necessary for commission calculation.

Enhanced Scalability...

As the size of your customer base grows, the calculation of accurate commissions on a recurring basis becomes less manageable without an automated solution. Increased sales growth brings with it the imperatives of dependability and reliability in the calculation and payment of commissions. **SCM** was created specifically to solve the "scalability" problem.

Improved Accuracy...

When commissions are calculated manually, complexity on even a small scale tends to introduce errors into the process. **SCM** easily handles the most complex cases in commission calculations from variable rate plans to irregularly occurring scheduling events. Your sales representatives will appreciate the peace of mind that error-free commission calculations and payments bring.

About Cogent

Cogent Technology Group is a provider of customizable, web-enabled, B2B software. Cogent offers specialty software solutions that focus on transaction management and data integrity to various industries.

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The Payment Manager

The Payment Manager allows for the pay-out of vested commissions to a single rep or group of reps at the same time providing the ability to enter cross references to your accounting system (e.g. check numbers). Details of each payment and the basis for the commission calculations can be exported to formatted files (.txt, Excel, XML) for upload into your financial application.

The Web Services API

The need will sometimes arise to enter data programmatically into an application's database while applying the appropriate business rules to maintain data integrity. **SCM** facilitates this by exposing a web services interface that allows for input or output of specific types of data under program control.



SCM's payment history for an individual sales representative.

SCM Architecture

The architecture of the Sales Commission Manager application is simple, flexible and extensible. The web-based user interface is intuitive and makes users productive in managing commissions in minutes. Custom sweepers can be added to load commission data into the product database from any source.

SCM delivers a user-driven, scalable and economical commission calculation platform which enables business organizations to give their sales representatives more accurate and more reliable service, and to eventually earn themselves higher margins.

For more information, visit the [Sales Commission Manager](#) page.