



## Overview

The **AutoCommissions™** module allows labs to define and manage salesperson's commission based on individual rates and agreements. The system allows the setting of sales teams under defined managers who can quickly view and edit relevant information.

## Commissions Table

The Commissions Table displays a full, searchable list of all sales agreements as they are linked to a salesperson. The user can view the details of each agreement such as a minimum sales volume for commissions, commissions by year, and activity status.

## Salesperson Commissions Report

The heart of the **AutoCommissions™** module is the Salesperson Commission Report that calculates the monthly commissions due to each salesperson. The report displays a breakdown of each clinic under the salesperson linked to it, and teams are grouped under team managers. The report displays the subtotal amount for each payer group of a clinic, and two totals: the grand total of orders placed by a clinic and the total applicable for commissions along with the relevant commission rate. Commissions are calculated according to all set parameters and clearly detailed for easy reference.

## FEATURES

- Automated system for commissions.
- Personalized by special rates and agreements with salespeople.
- Group salespeople with Manager: override calculation.
- Define accounts for commission based on type, payer mix, start date, etc.
- Split commission capability.
- Complete client data to support payouts.

## BENEFITS

- Timely payment of commissions.
- Documentation to support payout.
- Sell "profitable" accounts.
- Flexible.
- Accurate data.

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