

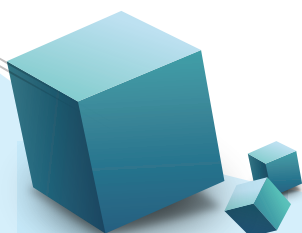
Commission and Incentive



Overview

Monetary incentives play a vital role in the sales management of an organization. However, automated computation of payouts could be extremely challenging and complex due to the involvement of multiple entities. This can further lead to a constant need for innovation with regards to configuration of payout structures.

The Indus Commission and Incentive solution is part of the Indus product suite that facilitates the configuration and computation of these payment to various internal and external agencies. The system can also handle different tax deductions at source as part of the payouts.



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an NTT Communications Company

Key Benefits

- Telecom Operators can increase their revenue by configuring strategic incentive/commission plans
- Supports extremely flexible commission and incentive schemes
- Minimizes leakage by reducing manual intervention and enhanced controls.
- Improves agency services and retention with a reduction in disputes and rapid payouts
- Automation of commission and incentive payouts by integrating directly with transaction data helps in cost reduction

Key Features

Trigger Based Calculation – Calculation can be triggered by events

Payment Structure – Supports definition of multi-tiered payment structure

Flexible Plan Linking – Multiple commission and incentive plans can be linked to an entity

Frequency – Frequencies can be defined to trigger the commission calculation

Rule Based Calculation – Rules can be defined to calculate commission basis percentage, flat payouts or mixed structures

Claw Back – The module also gives flexibility to define parameter based claw backs which could be both absolute or percentage based.

Manual Adjustment – Manual adjustment is possible over calculated commission

Reporting – Exhaustive predefined reporting capability

Emerio – Your REAL IT Partner

Emerio, an NTT communications company, is a leading IT solutions and services organisation with deep roots in South East Asia.

We provide a suite of solutions and a large stack of IT services to our clients in the Banking and Financial Services, Education, Government, Healthcare, Hospitality, and Social Services domains. With over 1,850 employees we have been providing comprehensive ICT solutions, provisioning and management of IT infrastructure and business applications, data analytics, data visualisation and IT consulting services for the past 19 years.

Our brand values are REAL. Reliability, Efficiency and Adaptability is the basis of Long-term relationships with our clients.

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