



**Enhancements for Microsoft Dynamics GP
EthoTech Product Guide**



Why Spend 204 Hours This Year

Calculating Commissions Manually

When You Can Do The Same Job In Just 36 Hours?

It's no secret that calculating sales commissions can be a tedious, complicated process. At the end of the day, it comes down to simply **who to pay**, **how much to pay** and **when to pay** the correct commissions to salespeople.

Many companies still use multiple Excel spreadsheets to manage their commissions. They manually enter sales data from their accounting system into spreadsheets — and back again. The fact is that this is an unnecessary, time consuming and error-prone process.

What's worse, you and your staff may spend hours each month actually miscalculating sales commissions! Such miscalculations frustrate the living daylights out of your sales force, not to mention all the time it takes to recalculate and adjust on your end. These common mistakes are easy to make over and over again in Microsoft Dynamics® GP.

The Good News? **EthoTech Commission Plan** is a completely automated commission management system with seamless integration built right into Microsoft Dynamics GP. More than 600 partners have recommended EthoTech Commission Plan to their customers in hundreds of different industries worldwide over the last decade.

Are You Still Manually Calculating Commissions? Not After Reading This, You Won't!

Our recent survey of Sales Managers and Controllers revealed just how many hours on average they spend in data entry by calculating – and recalculating – commissions for salespeople each month. The table at the right demonstrates clearly how much time and money your company will save by using **EthoTech Commission Plan.**

	Using Complex Excel Spreadsheets	Using EthoTech Commission Plan	Savings Using EthoTech Commission Plan
Average # Hours To Calculate Commissions Per Month	17	3	14 hours each month
Average # Hours To Calculate Commissions Per Year	204	36	168 hours each year
Average Hourly Cost To Fulfill This Task (By Sales Manager/Controller)	\$60	\$60	
Average Monthly Cost (Hours Per Month x Hourly Cost)	\$1,020	\$180	\$840 per month in savings
	x 12 months	x 12 months	
Cost Per Year To Calculate Commissions	\$12,240	\$2,160	\$10,080 savings this year



▶ No More Manual Calculations Or Complex Excel Spreadsheets!

Do you spend hours of painstaking manual calculations and adjustments in order to handle your company's unique commission and royalty needs? Is it a constant battle to calculate and adjust for:

- ▶ Varying rates for different salespeople?
- ▶ Changeable rates for different products they sell?
- ▶ Tracking commissions using sales quotas?
- ▶ Splitting commissions among salespeople?
- ▶ Commissions that need modification after posting?
- ▶ Sliding scales based on the sales or margin amount?

The Solution? **EthoTech Commission Plan** uses a flexible, multi-step calculation model that takes into account the salesperson, the customer and all relevant items, allowing you to pay commissions with precision.

Now you can automate the calculation and payment of your commissions without your staff relying on complex spreadsheets or performing manual error-prone processes.

HERE'S THE BOTTOM LINE:

EthoTech Commission Plan will reduce your company's costs when calculating and paying commissions. You'll simply save time *and* reduce the typical errors often made in Microsoft Dynamics GP. Call 678-384-7500 today and ask for the FREE guide 'Preventing Mistakes in Microsoft Dynamics GP'. Or go to www.ethotech.com/mistakes and download it yourself.

"With EthoTech Commission Plan, we've gone from about a week's worth of work by a staff accountant to about an hour of his time to review and send commissions out."

— C. Schaffer, CFO
Hickory Foods, Inc.,
makers of the BUBBA Burger®, USA

Features	Commission Plan By EthoTech	Dynamics GP Commissions By Microsoft	Commission Calc By Flaum Technologies
Automated commission management system with no need for manual intervention	✓		
Calculated commissions on posted SOP documents can be modified inside Microsoft Dynamics GP	✓		
Commission transactions are automatically created in the Microsoft Dynamics GP G/L, payables and U.S. payroll modules	✓		
Pay multiple salespeople on a single line item, all from within Microsoft Dynamics GP	✓		
Commissions automatically reduced as customer invoices age	✓		
Place commissions on hold for individual SOP documents or salespeople	✓		
E-mail commission reports to individual salespeople	✓		
Built right into Microsoft Dynamics GP to provide a simple to use seamless integration	✓	✓	
Automatically create commission accrual transactions	✓	✓	
"Out of the box" installation and setup	✓	✓	
Calculate commissions based on % of sale amount, % of margin, flat amount, per selling unit or per base unit	✓		✓
Split commissions between multiple salespeople	✓		✓
Flexible, multi-step calculation model that takes into account the salesperson, the customer and all relevant items in order to determine the commission rate	✓		✓
Reduce commissions for trade discounts, terms discounts, write-offs and markdowns	✓		✓
Track and pay commissions based on sales quotas or a sliding scale	✓		✓

Boost Your Bottom Line and Your Customer Service

Repetitive mistakes using Microsoft Dynamics® GP are stripping profits right off your company's bottom line. This is especially true if you have multiple people performing data entry tasks.

Duplicate customer orders, products being shipped to customers who've exceeded their credit limit, or promising shipment when an item is actually out of stock are all common — and costly — mistakes.

EthoTech Customer Service Collection will literally increase your efficiency overnight, save your company up to \$125,000 per year, and insure that you're providing a superior level of Customer Service.

◀ ***Preventing Mistakes in Microsoft Dynamics GP***
Go to www.ethotech.com/mistakes
and read this document **NOW!**

◀ ***SmartSort is now FREE!***
Download it at www.ethotech.com/smartsort
You'll access your data faster and easier.

◀ ***Are you still using spreadsheets to manually calculate commissions? If so, get your personalized DEMO of Commission Plan from EthoTech at www.ethotech.com/demo***

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- Automatically checks for duplicate purchase orders.
- Prints shipping labels from Sales Transaction Entry and Sales Order Fulfillment.
- Moves multiple sales documents from one batch to another.
- Tracks the expected receipt date of items that are yet to be received in inventory. This is not possible in Microsoft Dynamics GP Business Essentials as 'Available To Promise' functionality is not available.
- Tracks the quantity of unallocated inventory...again, not possible in Microsoft Dynamics GP Business Essentials.
- Shows apply information for SOP invoices and returns in SOP Inquiry.
- Displays additional inventory fields for each Sales Transaction Entry line item.
- Initiates restocking charge percentage for SOP returns.
- Auto-assigns credit limit process holds.



Microsoft Business Solutions
ISV/Software Solutions

Simplify and Speed Up Your Data Entry

Every single day, you create and enter new Customer IDs using Microsoft Dynamics® GP. Sounds easy enough, right? The problem is that maintaining and policing a business policy for creating meaningful master record IDs is both time consuming and error prone. Your existing Microsoft Dynamics GP system does nothing automatically to streamline this process.

EthoTech Next Numeric Collection eliminates the need for you to implement and monitor new policies in order to ensure that the correct records are being created. Now your system will automatically generate the next number needed for all of your master record types, as well as eliminate gaps in your alpha-numeric sequence that require time-wasting data research and entry.

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and read this document NOW!

◀ **SmartSort is now FREE!**
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You'll access your data faster and easier.

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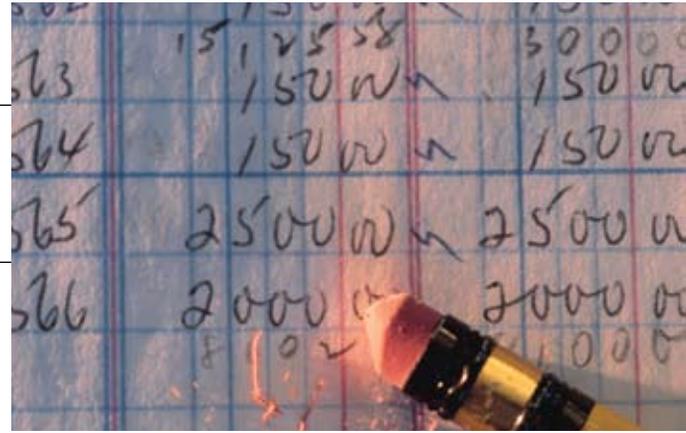
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- You'll no longer have to manually maintain and police a process for creating accurate master record IDs.
- Applies to IDs for Customers, Vendors, Inventory Items, Fixed Assets, Employees, Salespeople, Prospects, Project Accounting Contract IDs and Project IDs, and WennSoft Job Numbers.
- Automatically assigns Batch IDs when creating transaction batches in the Receivables, Sales or Purchasing modules.
- Works seamlessly with the alternate Customer and Vendor Maintenance windows in the Microsoft Dynamics GP Project Accounting Series and WennSoft Job Cost.
- Use *EthoTech Next Numeric Collection* in conjunction with *EthoTech SmartSort* to access your information quickly.

Sort Lookup Information YOUR WAY

If you use Microsoft Dynamics® GP, you've already discovered that getting your hands on critical and time sensitive information may not be so easy!

With *EthoTech SmartSort*, you can automatically sort lookup information YOUR way! You'll quickly find all your important information in your system by customizing your own view based on built-in advanced sorting options or SmartList favorites. AND you can use *SmartSort* with **over 40** Microsoft Dynamics GP lookup windows.

SmartSort will literally speed up your inquiries — and your data entry — by *eliminating as many as 3 mouse clicks per lookup*.

Formerly a \$1,000 value, *SmartSort* is now yours for FREE! There's no obligation of any kind, not even a requirement that you run any of our other EthoTech products!

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Go to www.ethotech.com/mistakes
and read this document NOW!

◀ **Enhance your Dynamics GP experience**
With our entire suite of EthoTech products
Product guide at www.ethotech.com/enhance.

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At EthoTech, we've been so successful with our enhancements designed specifically for Microsoft Dynamics GP, we've decided it was time to give back to the community. That's why *SmartSort* is FREE of charge to our partners and to our customers.

There are at least 17 ways that *SmartSort* will put your profits back where they belong... on your bottom line. Here are just a few:

- 1 What if every time you looked up customers in Microsoft Dynamics GP, the resulting data was automatically sorted by Customer Name AND it filtered out inactive customers?
- 2 How would you like to instantly filter your inventory lookup data to show only those items that are sellable (Finished Goods)?
- 3 How about filtering your GL account lookup data by Department to show only those accounts relevant to your division?

There are many more ways that *SmartSort* saves you time and money. Download *EthoTech SmartSort* now FREE of charge with no obligation whatsoever, not even a requirement that you run any of our other products!