# Commissioning and Performance Management Suite

NEUROCOM

# PROPRIETARY STATEMENT

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# WHAT IT IS

As telecom companies move towards offering new innovative solutions more frequently, managing sales performance and commission plans is becoming increasingly more complex.

Commission Suite provides a scalable, flexible and easily configurable solution for:

> Calculating sales commissions to be paid to direct and indirect sales forces

> Tracking and reporting on the performance of sales teams

> Monitoring the costs of sales

Commission Suite is designed to cover all business requirements of:

> Telecom operators

> Virtual network operators

> Third party resellers.

During the last 10 years, Commission Suite has proven its ability to support organizations of all sizes from SMEs to medium-sized organizations as well as very large corporations.

# WHY & HOW?

## VALUABLE FOR TELECOM PROFESSIONALS :

> Managing and rewarding sales channels

> Defining commission policies

> Developing sales incentive programmes

## HOW?

The solution provides a single, flexible and fully configurable platform that:

> Helps telecom experts define simple and complex commission plans for direct as well as indirect sales channels.

> Enables you to implement and test various scenarios. Users can easily switch from one scenario to another and compare parameters and possible results with actual commission data.

> Compares current sales values with sales targets and provides clear overviews of performance in the ongoing and previous periods.

> Allows you to measure sales costs (commissions and subsidies). These costs can be reported per customer and/or contract or per cost type: acquisition cost, retention cost and subsidy .

> Supports all telecom product types and services currently sold to residential and business customers, such as fixed, mobile and VoIP services, internet, TV, network, cloud services, etc.

> Provides a number of predefined reports. Users can also easily create and execute their own reports.

# HOW IT WORKS

## DATA SOURCES

Commission Suite can easily incorporate information from different sources and accept input from a number of systems, including CRM, billing systems, ERP, dealer databases, point of sales and customer care management systems.

## ROLES & AUTHORIZATION

Users can access Commission Suite functionalities and reports according to their profiles. Different types of authorization can be assigned to different roles, including page view, data modification (per page), report execution, policy approval and results approval.

## WORKFLOW-DRIVEN MECHANISM

Commission Suite can be configured so that approval workflows are restricted to certain roles, ensuring that commission policy parameters are approved before the calculation of commissions and that results are reviewed and approved before sending them to the dealers or ERP.

## REPORTING

Commission Suite is very flexible and includes a library of metrics and KPIs that end-users can use to configure map and implement the company's commission policy..
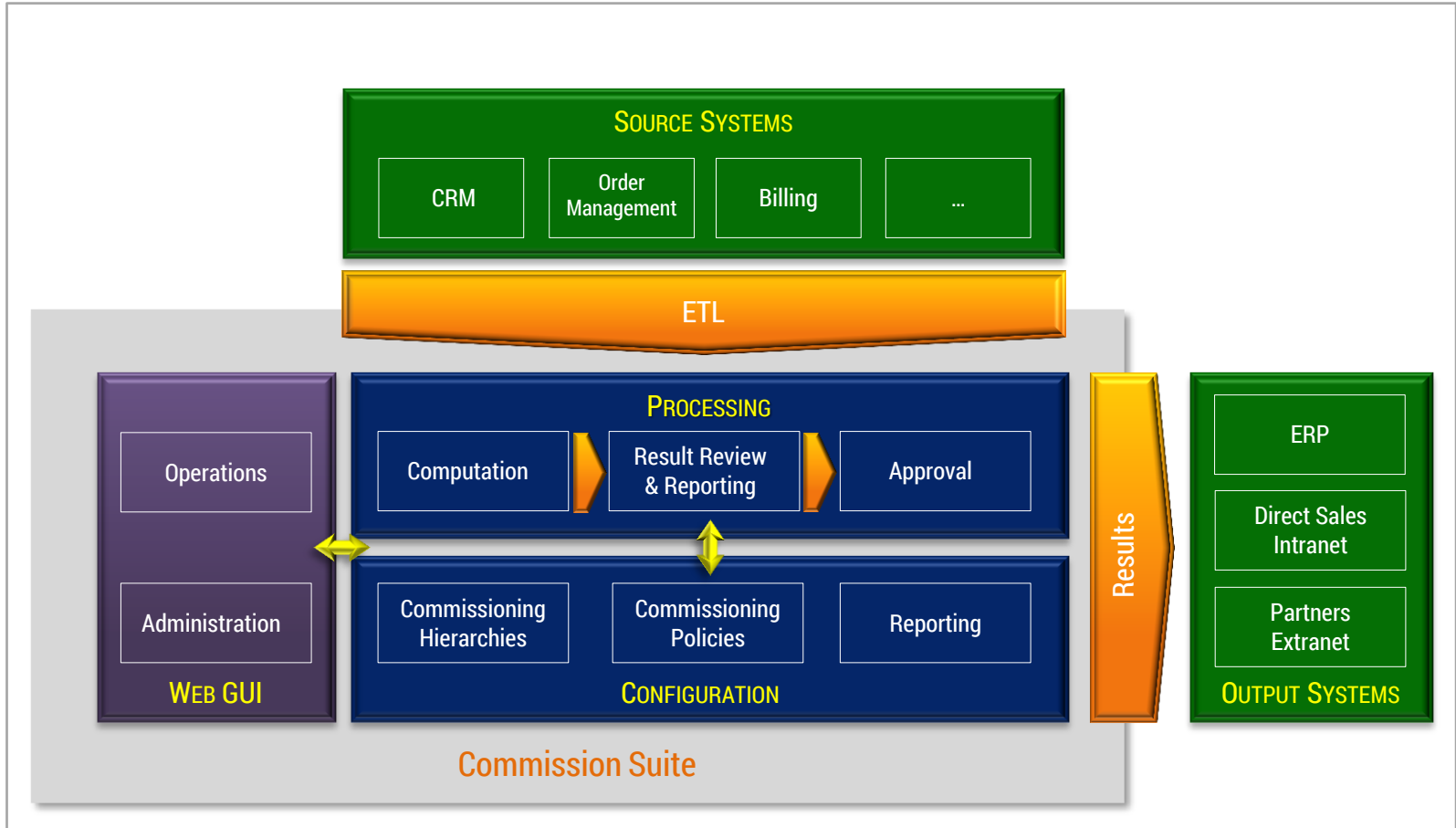
## COMMISSIONING HISTORY

All commission parameters and results are stored after completion and approval of the calculations.

## SOFTWARE AS A SERVICE

Commission Suite is also offered as software as a service, which guarantees high availability of the application and significantly lowers investment costs.

# GLOBAL ARCHITECTURE

# BENEFITS

## ACCURACY AND EFFICIENCY

Commission Suite is an integrated system which can replace a number of small stand-alone systems and spread sheets often used in calculating commissions.

The system can easily incorporate information flows from different sources and ensures seamless integration of source and target systems. The process is automated to minimize manual intervention and therefore the risk of errors.

The reports and the ability to check the different steps of the calculation allow the user to verify the accuracy of the results before proceeding to the approval process.

## CONTROL, SECURITY AND TRACEABILITY

Users can access Commission Suite functionalities and reports according to their profiles. The detailed definition of user profiles means that access control is finely tuned. This feature, combined with the approval process, minimizes the risk of fraud.

Commission Suite provides a robust secure platform that covers the complete cycle of commission calculation and attribution process. The extensive logging and audit mechanisms enable full traceability of all actions performed on the system.

## USER INDEPENDENCE

Features and functionalities implemented in Commission Suite minimize IT interventions and guarantee that users can work virtually independently .

## FAST IMPLEMENTATION

Commission Suite is very flexible and includes a library of metrics and KPIs that can be used by end-users to configure, map and implement the company's commission policy.

# ABOUT NEUROCOM

## THE COMPANY

Neurocom is an experienced IT software and services provider delivering mission-critical software solutions that are ideal for handling huge volumes of data and providing super-fast processing, the highest accuracy, security and reliability.

We have been helping business customers increase their business productivity and profitability since 1999. We serve international customers and have established our credentials primarily in the telecom industry through billing solutions, commission systems and tariff simulation tools.

## NEUROCOM IMPLEMENTS SOLUTIONS FOR:

> Tariff Simulation

> Billing

> Commissioning

> Convergent Point of Sales and Order Management

> Data warehouse and Business Intelligence

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