BUSINESS SUITE · COMMISSIONS

Sales Incentives

Any commission or incentive plan, worked out automatically, approved in two steps and clear to every sales person.

WHO IT'S FOR Companies that pay commissions or incentives to staff, distributors or agents, and are tired of spreadsheets and disputes.

12
plan types, from percent and slabs to your own formula

2
approval steps: manager, then finance

19
modules, every one on every plan

WHAT IT DOES

—Any plan

- **Plan types** — percent, per unit, slabs, target bonus, milestones, spiffs, contests, MBO, overrides, team pools, draws, formula.
- **Sales or activities** — pay on sales, secondary sales or activities: calls, visits, new outlets, collection %.
- **Rules** — gates, caps, multipliers, holdbacks, ramped targets; pay as the customer pays, part by part.
- **Plan acceptance** — each person accepts the exact plan text, with an optional signature.

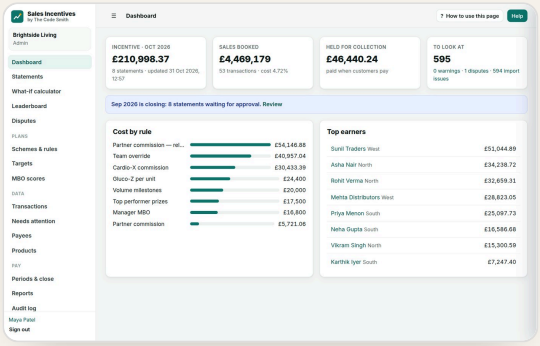
—Clear to every payee

- **Statements** — what each person earned and why, line by line, in their own currency, with PDFs.
- **What-if, leaderboard, analytics** — "if I sell 10 more…", rankings by % of target, team views.
- **Disputes and nudges** — queries with files; "X to the next slab" by email, Slack or Teams; AI payout answers.

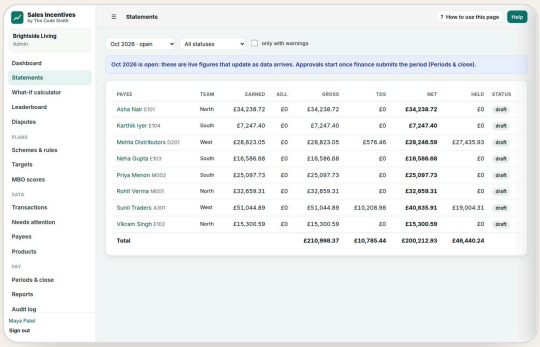
—Safe to pay

- **Two-step approval** — manager and finance sign-off, then lock and mark paid.
- **Dealer schemes** — scheme claims with approval, credit notes and secondary-sales import.
- **Late sales and audit log** — late sales go to the next open period; every change recorded.

INSIDE THE APP



Incentives dashboard



Payee statements for a period

Works with

Only connections that exist in the app today; "being set up" ones are switched on as soon as they are approved.

SUITE APPS

- **Lead CRM and Broker OS** — won deals for the deal owner; lost deals are cancelled
- **Dealer CRM** — delivered car deals and closed service jobs
- **Store CRM** — purchases, one sale per line, for the associate
- **Inventory & Till** — till sales and refunds for the cashier

OUTSIDE SYSTEMS

HubSpot, Salesforce, Zoho CRM, Pipedrive
won deals pulled on a schedule

Microsoft Dynamics 365, Freshsales, monday.com, LeadSquared
won deals pulled on a schedule

Bitrix24, Zendesk Sell
Bitrix24 on a paid Bitrix24 plan; Zendesk Sell for existing Sell users

Any CRM with a REST API
pull with your own address and field map

DEVELOPER AND DATA TOOLS

REST API
push transactions with an API key

Incoming webhook
from any CRM, Zapier, Make, n8n or Power Automate

CSV, Excel and SFTP
upload or drop files; outgoing webhooks for your systems

Start your 14-day free trial at accounts.thecodesmith.tech

Every feature open during the trial. Start with this app; add the others any time.

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