

# VanS

The **VanS Sales Processing** application tracks sales by type of move, salesperson and national account. This allows the user to evaluate current & historical sales trends as well as calculate commissions.

## Flexibility

- ◆ Customize the system by defining move types, revenue categories, commission rates, cutoffs, and bonus awards.
- ◆ Specify commission percentages for each salesperson based on cutoff levels.

## Sales Reporting

- ◆ Track the productivity of salespeople.
- ◆ Include detailed information for each order, along with month-to-date and year-to-date sales figures.
- ◆ Compare prior year sales to current year revenue figures on the *Month-End Sales Report*.
- ◆ Assist in monitoring national account activity with the *National Account Sales Analysis Report*.
- ◆ Provide national account sales figures by type of move.

## Commissions

- ◆ Calculate sales commissions automatically at month-end.
- ◆ Assign unique commission structures by salesperson for each type of move and revenue type.

- ◆ Calculate commissions based upon monthly or annual sales volume with tiered commissions. Issue bonuses for attaining defined quotas.
- ◆ Print the *Sales Commission Statements* showing the detail of every booked shipment and the percentage due to the salesperson on each type of service.
- ◆ Optionally pay commission only if the customer has paid their bill in full.