



**Ross Enterprise**

Executive User Committee

## **2010 Ross Enterprise SIG Conference**

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Chicago, IL

# **Addressing Commissions and Rebates at SI Group**

### **SI Group**

Brian Taylor, Manager Global Solutions

Robert Hymes, Enterprise Process Analyst

### **CDC Software**

David Koch, Senior Solutions Consultant

# Agenda

**Introductions      Let's Talk About You**

**SI Group              Company Background**  
**How Promotions are used Today**  
**How Commissions are Calculated and Paid Today**  
**Future Plans**  
**Current Product Shortcomings**

**Ross Enterprise 6.4 – SP1**  
**Reviewing Current Product Shortcomings**

**Questions and Answers**



# Let's Talk About You – Around the Room

- Name and company
- Area of the business you work in
- What CDC Software products you use
- Questions you'd like answered before you leave

- **Presenters:**

  - Brian Taylor – Manager Global Solutions

  - Robert Hymes – Enterprise Process Analyst

- **Location:** Niskayuna, NY (Headquarters)

- **Business:** SI Group is the world's leading developer and manufacturer of chemical intermediates, phenolic resins, alkylphenolic resins, and alkylated phenols.

- **Global Locations:** Australia, Brazil, China, France, India, Japan, Korea, Singapore, South Africa, Switzerland, United Kingdom and United States

- **Customers:** Serving customers in 90 countries

Implemented Trades and Promotions: January 2010

## How SI Group uses Trades and Promotions:

- Tracks *commissions* as they are accrued and paid to sales agents and *rebates* to preferred customers (AP = Commissions; AR = Rebates)
- Significant amount of our sales are via contracted agents to whom *commissions* paid based on pre-arranged terms
- *Rebates* paid to selected customers for meeting pre-arranged volume targets
- Payments calculated by “Value per UOM” option
- Promotions processed using “Post invoice” option

## What Trades and Promotions Replaced:

- Localized Excel/manual based process
- Payments calculated outside Ross
- Limited visibility into process and payments

# Screenshots: Promotions header

Discount Promotions ×

Show Discount Promotion

Active

Program Id

Promotion Code

Currency

Notes

Discount Type

Book Only Discount

Post Invoice Destination

AP Billing Source

Allow Auto Approval

Post Invoice Tax

Tax Code

Plateau Basis

Calculation Type

Plateau UOM Type

Calculation Basis

Value Type

Mandatory Discount

Substitute For Promotion

AP Division

Supplier

Payee

DATES

- ASSOCIATIONS
- PLATEAUS
- GL\_ACCOUNTS
- SALES
- EXIT

# Screenshot: Customer association

Discount Promotions ×

Show Discount Promotion

Active

Program Id

Promotion Code

Currency

Notes

Associations

Division

Customer Number

Customer Group

Address Code

Broker

Salesperson

Location

Payment Customer

Include/Exclude

Description

Continue

# Screenshot: Product association

Discount Promotions ×

Show Discount Promotion

Active

Program Id

Promotion Code

Currency

Notes

**Associations**

Part Code

Product Class

Product Group

Product Type

Brand

Commodity Class

Include/Exclude

Description

# Screenshot: Product plateau

**Discount Promotions** ×

**Show Discount Promotion**

Active

Program Id:      

Promotion Code:      

Currency:      

Notes:

**Discount Plateaus**

Product Identifier	Sales Unit	From Quantity	Discount Value per UOM
▶ 6 1367BG016	KG	1	0.1251
▶ 6 551BG016	KG	1.0000	0.1251
▶ End			

Records Displayed: 1 - 2 Total Records 2

## Commission cycle



## Rebate cycle



## Trades and Promotions Benefits:

- Visibility - Sales order commissions can be seen per order
- Control – Once a promotion is created it can be deactivated, deleted or left to expire
- Framework for global process
- Data in Ross

## Future Plans:

- Develop customer facing Rebate report
  - To detail products, delivery address, accumulated volumes and accrued commission and/or rebates
- Getting more SI Group global affiliates using module

## Additional processes after sales order has been entered and invoiced:

- Post Invoice Discounts
  - Maintain Discounts
  - Update to AR/AP:
    - AP = Commission
    - AR = Rebate
  - Approve and Update discounts

## Trades and Promotions:

- Accrue with direct invoices; and
- Reverse on order cancellation

## Trades and Promotions shortcomings:

- Once Promotion is entered and used, it cannot be modified through user interface (i.e., changing effective dates, adding products, delivery addresses or customers)
- If commission is not to be paid (i.e., volume limits not met), all accruals have to be deleted manually, or will always exist
- Requires vigilance at order entry to watch for correct and/or overlapping promotions
- No easy way to see promotions that exist for payees and/or customers (work-around is a common naming convention when entering promotion)
- For rebates, there is no mechanism to see accumulated volumes so there is no easy way to see if a rebate may be paid

# Ross 6.4 – Promotion Modification

# Ross 6.4 – Commissions not to be Paid

# Ross 6.4 – Sales Order Entry View



# Ross 6.4 – Promotions by Customer/Payee

# Ross 6.4 – Rebates – Accumulated Volume

# Networking Luncheons

**Food and Beverage**  
**Chemicals**  
**Life Sciences**  
**Metals/Natural Products**  
**General Business**

**American Ballroom 1**  
**American Ballroom 2**  
**New Orleans**  
**Tokyo/Rio**  
**Paris**