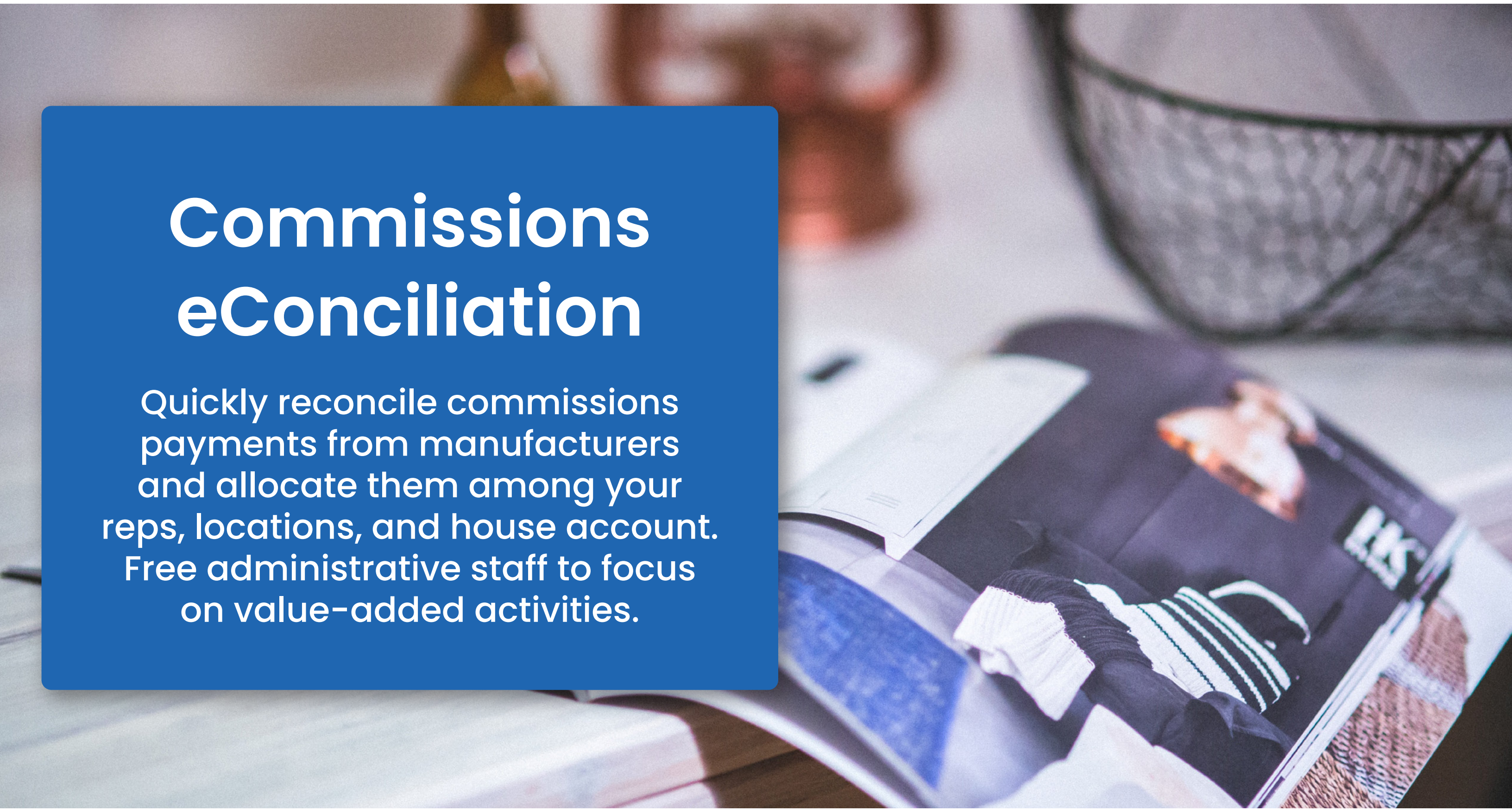
7801 E. Bush Lake Rd. Minneapolis, Minnesota 55439
www.aleran.com



Commissions eConciliation

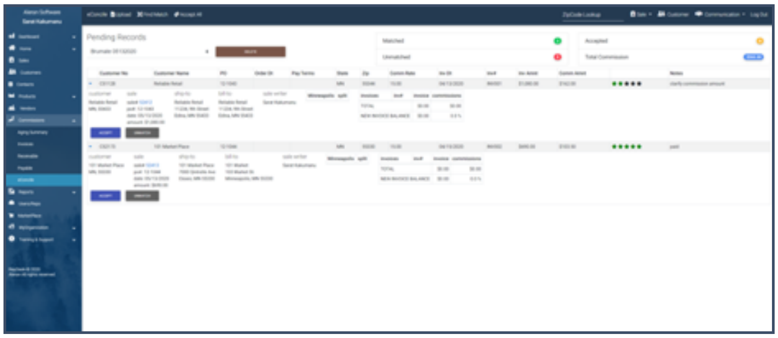
Quickly reconcile commissions payments from manufacturers and allocate them among your reps, locations, and house account. Free administrative staff to focus on value-added activities.

Reconciling and allocating commission payments in a busy multi-rep, multi-manufacturer agency can be a full-time job. Timely and correct payment of commissions is critical in retaining your best sales representatives. Administrative staff bear the repetitive and time-consuming monthly burden of reconciling commission statements and payments with actual sales, then allocating the reconciled payments within your organization as required.

Ensuring that everyone is paid timely and correctly is an important task, but is manual commissions reconciliation the best use of staff time when your sales enablement/order management system can do it in almost no time and virtually error-free?

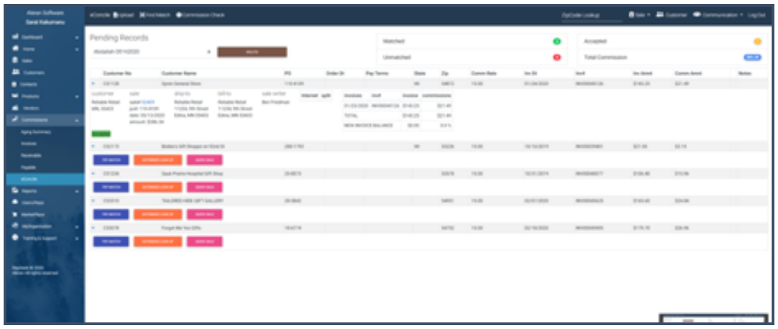
eConcile: Electronically Reconcile Commissions Statements and Payments.

Aleran's RepDesk offering has always supported the entry of commission 'rules': rate by location, rate by manufacturer, agency/rep split, etc. Now those rules can be used in conjunction with commission statements from the manufacturer to electronically reconcile, or eConcile, commission payments.

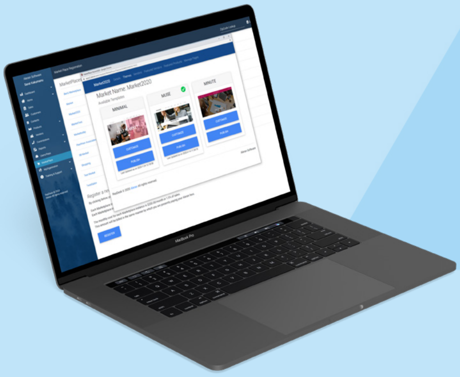


Simply upload the manufacturer's commission statement using the provided template, and RepDesk's eConcile feature provides a detailed reconciliation of all statement items against written orders. Details are provided as to the quality of the reconciliation of each line item.

When necessary, adjustments to a reconcilation may be made with a few clicks. No more tracking separate spreadsheets or reports. The history of all your reconciliations is maintained within the RepDesk solution, to be accessed anywhere anytime, as with all your RepDesk capabilities and data.



ALERAN MAKES SELLING SIMPLE.



1. Set Up
Set up account, import customer list, curate your digital catalog, set customer-specific pricing/product assortments, assign reps and more.

2. Manage
Receive and modify incoming orders, set preferences, make list updates (products, pricing, customer), run reports, assign territories and allocate commissions.

3. Customize
Set custom fields, business rules and selling strategies according to your needs (i.e. order minimums, customer-specific promotions).

4. Integrate
Integrate with your ERP and other best-in-class third party solutions (i.e. email marketing, shipping, and inventory management software).

Contact us to request a demo: 952-960-0785 | Toll-Free: 888-388-2408
www.aleran.com