# DirectScale Compensation Engine

## Strengths & Screenshots

March 23, 2020

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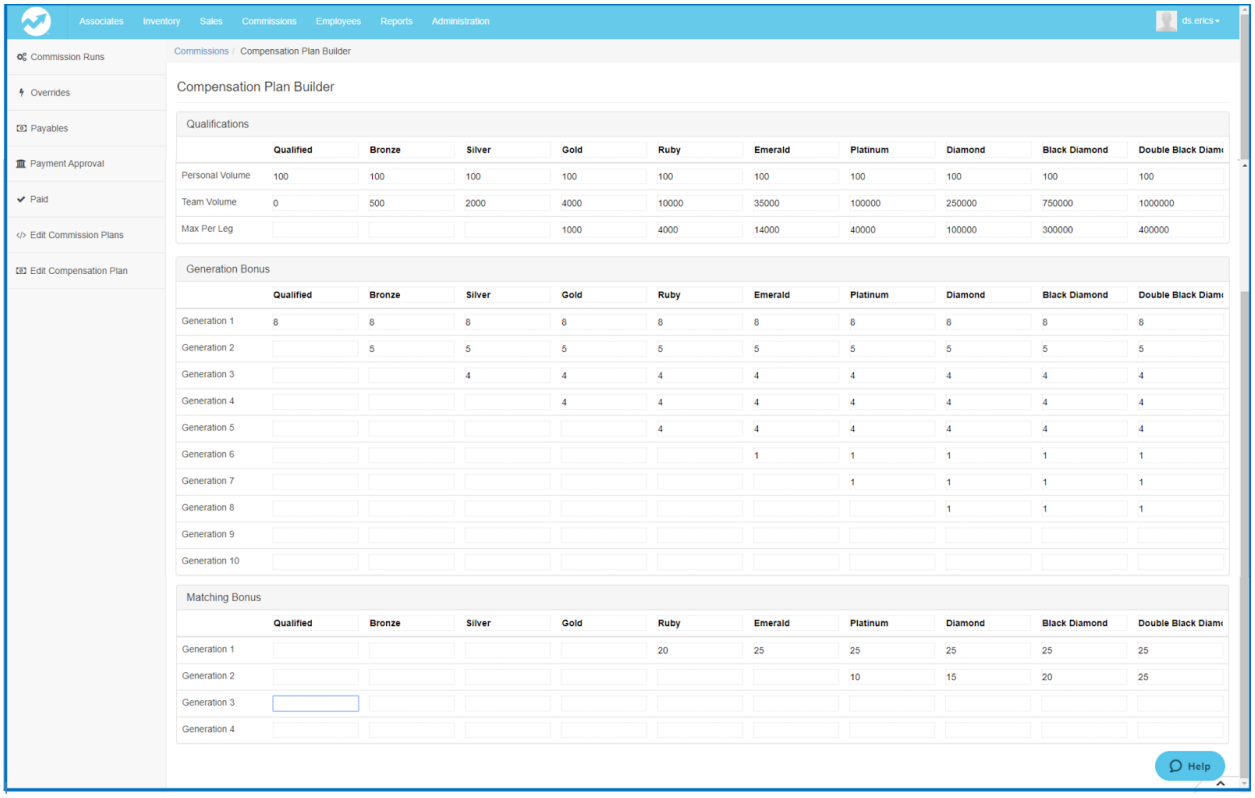
## Strengths

1. **Superior Architecture / Rules-based compensation engine**
    a. All clients run on the exact same rules-based/SaaS code base.
        i. Ability to reuse rules based components that have been tested and vetted (even edge cases) by numerous clients over years.
        ii. Limited amount of custom code means more stability and reliability
    b. DIY Comp plan updates, changes enhancements (if client wants that)
        i. Clients can easily and quickly edit individual comp plans using the Compensation Plan Builder.
        ii. Powerful and fully configurable comp plan XML Editor
        iii. Next version will be drag and drop UI

2. **Rock-solid Reliability/Validation**
    a. Never missed a commission run for any size client since we launched the commission engine.
    b. Clients of all types and sizes have vetted the code base through thousands of runs.
3. **Performance/Speed/Accuracy**
    a. Run Time Context:
        i. Company your size -
            1. Weekly Run = 24 minute run time
            2. Monthly Run = 43 minutes run time
    b. $300M client commission run typically takes 30 minutes.
    c. DirectScale has never missed a scheduled commission run.
    d. DirectScale commission runs have always been accurate. (See 4.c below.)
4. **Partnership with each one of our clients.**
    a. Ability to audit and manipulate your compensation plan.
    b. After using DirectScale, most clients find out that their comp plans have been improperly configured with past vendors.
    c. Every client gets an in-depth audit report PRIOR to paying out the commission run every time.

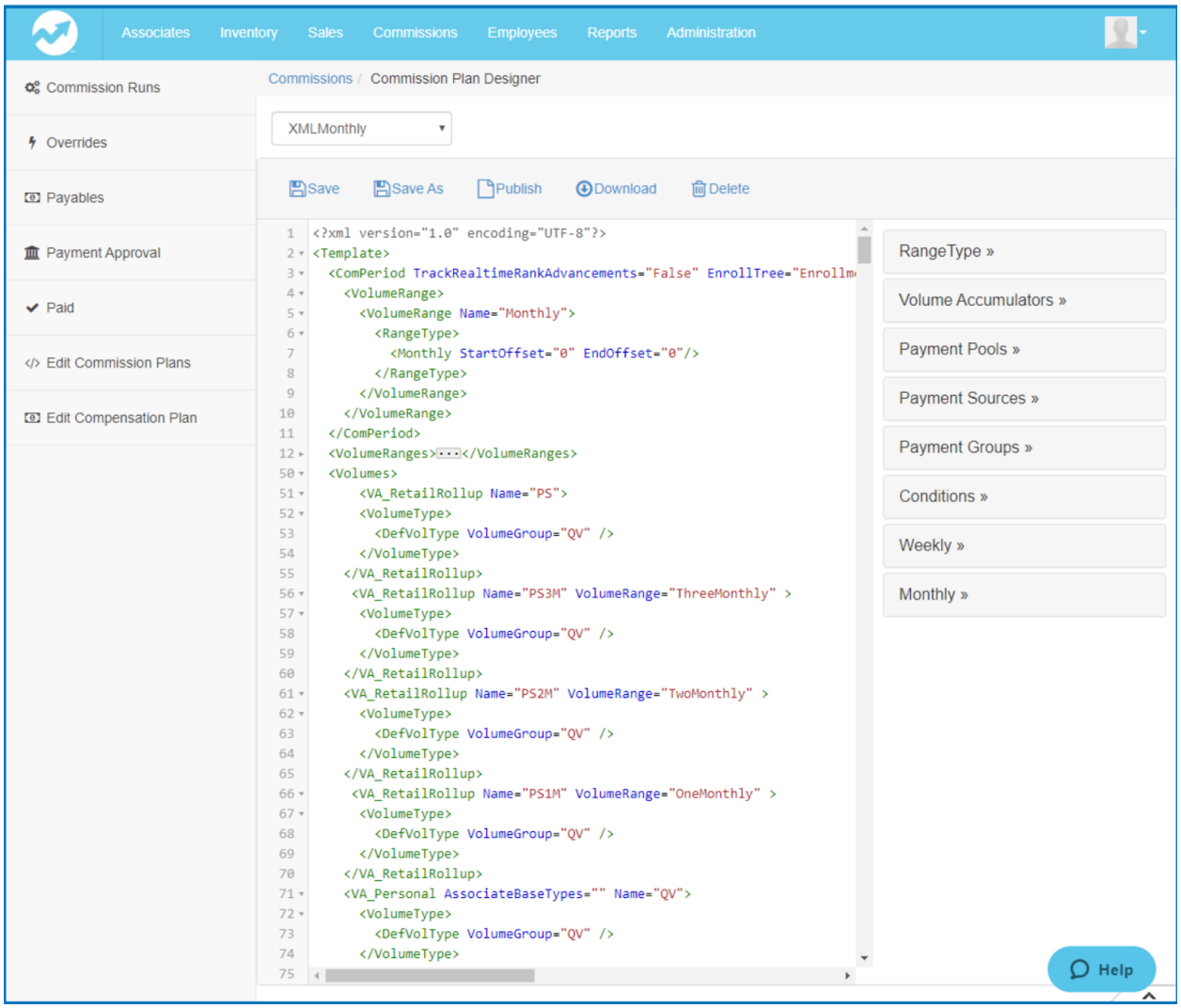
# Compensation Plan and Commissions Editors

## Screenshots



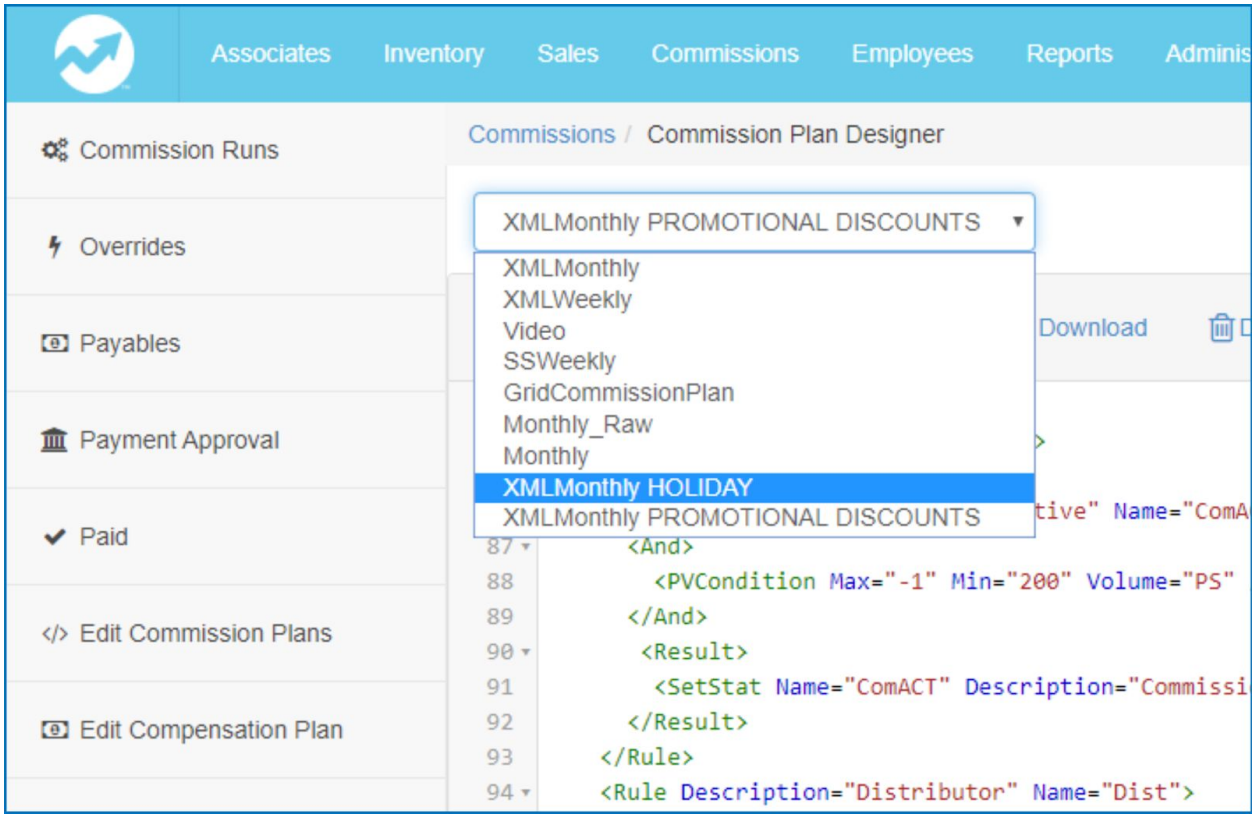

*DirectScale Compensation Plan Builder*

The DirectScale Compensation Plan Builder is a simple interface used to enter Rank names, qualification volume amounts and the generation and matching bonus percentages to easily create or edit a compensation plan.




*DirectScale Commission Plan XML Designer*

With the DirectScale Commission Plan XML Designer (currently in Alpha prerelease stage), you can create as many different commission plans as you like. Create them from scratch or use an existing commission plan as a template. Just edit it and click Save As to save it with a different name. Use a different plan for special promotions, etc. **Note:** Editing a plan in the XML Editor does NOT modify a plan built in the Compensation Plan Builder; however, making a change to a comp plan in the Compensation Plan Builder DOES make the change in the associated XML file and is reflected in the XML Designer. The XLM Designer is in Alpha stage, with plans to make the editing bi-directional. The feature will be released when this functionality is complete.




*Customizable Commission Plans*

With the DirectScale XML-based Commission Plan Designer, you can manage your various commission plans that are listed in the drop-down menu. Simply select the commission plan you want to edit or copy. Then edit and save the XML code to update that commission plan. You can also make any changes you want to the plan and then click Save As to save the plan with a different name.