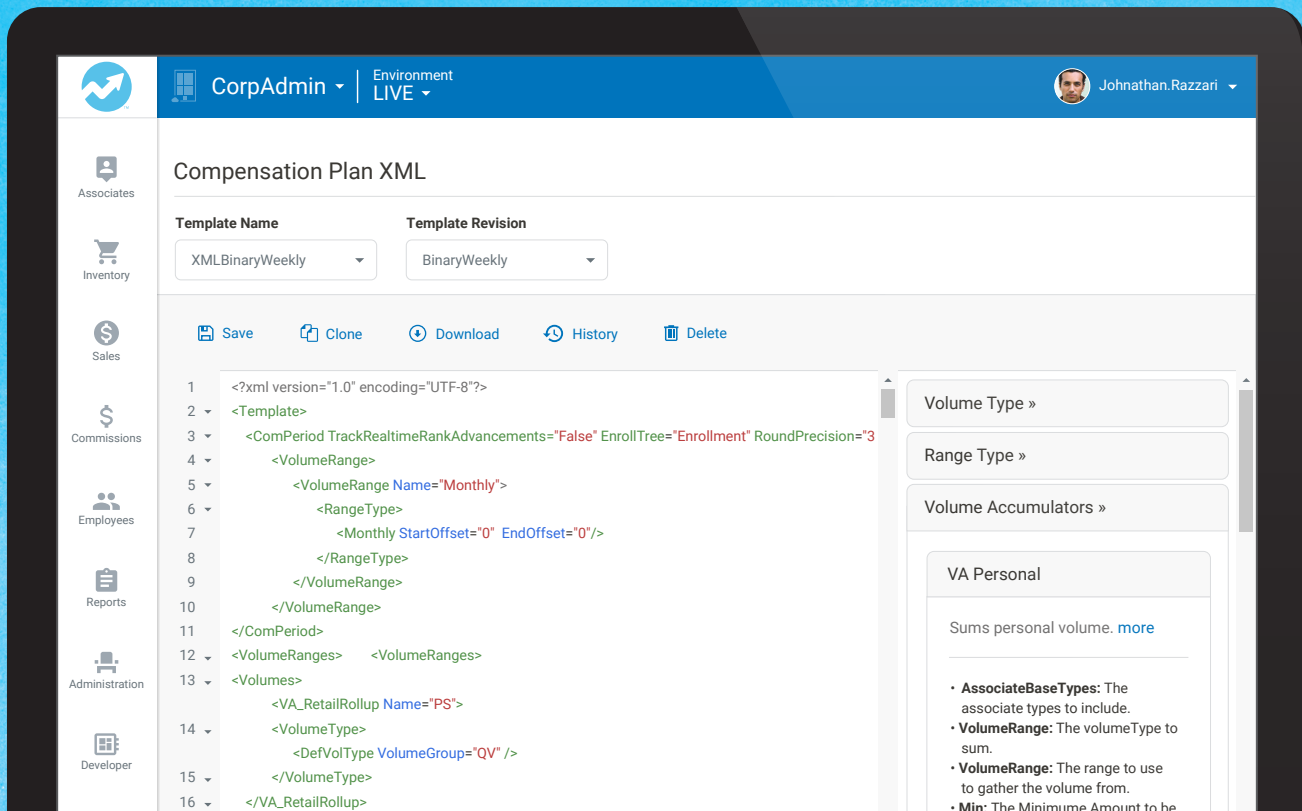


# The Compensation Engine



## The Power Behind the Platform

Being in the direct selling business, you know how critical your comp plan is. Your independent reps live by its schedule. But could it do more for you? Are you able to immediately correct an error when you find it or test your corrections before you commit it? Can you easily customize it for special promotions? Is it powerful enough to handle even the most complicated plan structure? Regardless, once you see how the DirectScale Compensation Engine runs, you'll never go back to the way you used to run commissions!

### Here's what DirectScale's Compensation Engine will do for you!

1. Run every payout on a rules-based compensation engine with superior architecture.
2. Flexibility to code your comp plan yourself, make changes in minutes! Choose from a simple editor or a powerful advanced editor.
3. Get rock-solid reliability and validation on every commission run.
4. Enjoy unequaled performance, speed and accuracy with each payout.
5. Audit and adjust your compensation plan until it's perfect!

***Access all this power with every commission run.***

# Advantages of Using the DirectScale Platform

DirectScale aggregates your disparate systems, tying together the Corporate Office, Web Offices, customer-facing eCommerce sites and 3<sup>rd</sup>-party solutions like merchant processing. Success in this industry comes from relationships between you, your sellers and your customers. DirectScale is the backbone of your business, supporting your success at every step of the way.



## Run every payout on a rules-based compensation engine with superior architecture

Because it's a SaaS, rules-based engine, there is no custom code to test and prove. That means clients of all types and sizes have tested and vetted it thousands of times over the years, and even on edge cases. Each new feature is built into the core code base so it's immediately available for you—without an upgrade fee.



## Have the flexibility to code your comp plan yourself and make changes in minutes using either of two powerful built-in DIY comp plan editors

You can quickly and easily build or edit individual comp plans using the simple table-based layout of the Compensation Plan Builder. Or if you're a coder at heart, go with the powerful and fully configurable XML Designer to build and edit your comp plan. Do it yourself. That's right—without our permission *and* without an extra cost! Want to update it for a promotion? Make enhancements as you see fit using either of the two built-in editors. You can test it until it's just right, then save it and confidently run your payouts with that plan.



## Get rock-solid stability, reliability and validation on every commission run

With the power our comp engine brings to your business, regardless of its size, you'll never miss a commission run again. You'll love running them because they'll always be right. And you can do it from your kid's soccer game—on your phone!



## Enjoy unequalled performance, speed and accuracy with each payout

Our commissions engine has paid out accurately and on time ever since it was released several years ago! It has never missed a scheduled commission run and that's a track record you cannot beat! They've always been accurate, too. Once you've solidified your comp plan logic, you're guaranteed to have an accurate run every time!




## Audit and adjust your compensation plan until it's perfect

Since it's your business, you want to make sure your payouts are correct. Most of our new clients find that their comp plans have been improperly configured with other vendors. Ever had a payout that took you by surprise, or have you ever wondered how a slight change to your comp plan would affect the payout? Try it and see with our built-in profiler. Create any number of hypothetical profiles to test. Or model potential comp plan changes to see what the payouts would look like. Audit and manipulate your compensation plan whenever you need to ; then get an in-depth audit report before you pay out the commission run every time. Want to test some scenarios? Go ahead. Take your time and test as much as you want until it's just right—without the additional cost you might be used to!

So if you want to make sure you're paying out accurately, on time, every time and exactly how you want, check out DirectScale's powerful, rules-based Compensation Engine.


*Let's get your business up and running. Visit [directscale.com](https://directscale.com) to learn more and schedule a demo.*

# DirectScale Compensation Plan Builder



CorpAdmin

Environment LIVE



Johnathan.Razzari

Commissions / Compensation Plan Builder

Compensation Plan Builder

Qualifications								
Quailified	Quailified	Bronze	Silver	Gold	Ruby	Emerald	Platinum	Diamond
Personal Volume	100	100	100	100	100	100	100	100
Team Volume	0	500	2,000	4,000	10,000	35,000	100,000	250,000
Max Per Leg				1,000	4,000	14,000	40,000	100,000


Qualifications								
Quailified	Quailified	Bronze	Silver	Gold	Ruby	Emerald	Platinum	Diamond
Generation 1	8	8	8	8	8	8	8	8
Generation 2		5	5	5	5	5	5	5
Generation 3			4	4	4	4	4	4
Generation 4				4	4	4	4	4
Generation 5					4	4	4	4
Generation 6						1	1	1
Generation 7							1	1
Generation 8								1
Generation 9								
Generation 10								

Matching Bonus								
Quailified	Quailified	Bronze	Silver	Gold	Ruby	Emerald	Platinum	Diamond
Generation 1					20	25	25	
Generation 2							10	15

Help

The DirectScale Compensation Plan Builder is a table-based interface used to enter Rank names, qualification volume amounts and the generation and matching bonus percentages to easily build or edit a unilevel structured compensation plan.

# DirectScale XML-based Commission Plan Designer



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Commissions / Compensation Plan Designer

XMLMonthly

Save Save As Publish Download Delete

```
1 <?xml version="1.0" encoding="UTF-8"?>
2 <Template>
3   <ComPeriod TrackRealtimeRankAdvancements="False" EnrollTree="Enrollment" RoundPrecision="3" Usage="
4     <VolumeRange>
5       <VolumeRange Name="Monthly">
6         <RangeType>
7           <Monthly StartOffset="0" EndOffset="0"/>
8         </RangeType>
9       </VolumeRange>
10    </VolumeRange>
11  </ComPeriod>
12  <VolumeRanges> <VolumeRanges>
50  <Volumes>
51    <VA_RetailRollup Name="PS">
52      <VolumeType>
53        <DefVolType VolumeGroup="QV" />
54      </VolumeType>
55    </VA_RetailRollup>
56    <VA_RetailRollup Name="PS3M" VolumeRange="ThreeMonthly" >
57      <VolumeType>
58        <DefVolType VolumeGroup="QV" />
59      </VolumeType>
60    </VA_RetailRollup>
61    <VA_RetailRollup Name="PS2M" VolumeRange="TwoMonthly" >
62      <VolumeType>
63        <DefVolType VolumeGroup="QV" />
64      </VolumeType>
65    </VA_RetailRollup>
66    <VA_RetailRollup Name="PS1M" VolumeRange="OneMonthly" >
67      <VolumeType>
68        <DefVolType VolumeGroup="QV" />
69      </VolumeType>
70    </VA_RetailRollup>
71    <VA_Personal AssociateBaseTypes="" Name="QV">
72      <VolumeType>
73        <DefVolType VolumeGroup="QV" />
74      </VolumeType>
75  </Volumes>
```

Range Type »

Range Type »

Volume Accumulators »

Sums personal volume. [more](#)

- **AssociateBaseTypes:** The associate types to include.
- **VolumeRange:** The volumeType to sum.
- **VolumeRange:** The range to use to gather the volume from.
- **Min:** The Minimum Amount to be included in this volume range
- **Max:** The Maximum Amount to be included in the volume range
- **SplitMethod:** The split method to use when splitting order for the Min Max requirements

Copy xml snippet

Copy xml snippet

Copy xml snippet

Payment Pools »

Payment Sources »

Payment Groups »


Conditions »

Weekly »

Help

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 Designer does NOT modify a plan built in the Compensation Plan Builder table; however, the Compensation Plan Builder table does that can be copied into the XML Designer.

## Customizable Commission Plans



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Commissions / Compensation Plan Designer

Associates

Inventory

Sales

Commissions

Employees

Reports

Administration

Developer

XMLMonthly PROMOTIONAL DISCOUNTS ▾

XMLMonthly

XMLWeekly

Video

SSWeekly

GridCommissionPlan

Monthly\_Raw

Monthly

XMLMonthly HOLIDAY

XMLMonthly PROMOTIONAL DISCOUNTS

Download

Delete

```
86 <Rule Description="Commission Active" Name="ComACT">
87   <And>
88     <PVCondition Max="-1" Min="200" Volume="PS" />
89   </And>
90   <Result>
91     <SetStat Name="ComACT" Description="Commission Active" />
92   </Result>
93 </Rule>
94 <Rule Description="Distributor" Name="Dist">
95   <And>
96     <AssociateTypeCondition AssociateBaseType="1" />
97   </And>
98 </Rule>
99 <Rule Description="Not a Distributor" Name="NotDist">
100  <And>
```

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.