



TakeStock Data Sheet: Manufacturer's Representative

Manufacturer's Representative provides distributors with an effective tool to manage the sale of inventory owned by the manufacturer.

Manufacturer's Representative includes flexible features and functionality to manage and track commissions due from manufacturers, order activity, sales and customer service activity, as well as shipments from consigned inventory or direct shipments from the manufacturer. Efficient and adaptable, this module dramatically enhances a distributor's ability to succeed as a Manufacturer's Representative, thereby expanding the scope of their service offerings.

Manufacturer's Representative provides the distributor with a clear audit trail of their business transactions to ensure accurate collection of commissions due from the manufacturers, which can be based on the vendor, customer, product line or a specific item. Additionally, distributors can create salesperson commission rates for Manufacturer's Representative transactions. Arrangements between manufacturers and distributors are expected to become more widespread in the new supply chain economy and TakeStock Manufacturer's Representative enables distributors to participate in this exciting opportunity.

Key Features and Functions

- Maintains a commission rate on an item-by-item basis for goods shipped, either a percentage rate of the sales amount, or an amount per primary unit of measure for a specific line item
- Reconciles transactions, including payments from the manufacturer against accumulated commissions due, including reconciliation of commission statements
- Provides analysis information, including a review of all unpaid commission amounts; a comparison of sales detail to the manufacturer's statement of sales; and an evaluation of customer buying tendencies in relation to the product lines represented



focus on essentials



KEY REPORTS:

Man Rep Past Invoice Activity

Man Rep Past Item Activity

Consigned Inventory Activity

Man Rep Document Print

Eliminate searches

Flexible picking methods

Integrated Shipping system

Multiple zones

More Features and Functions

- Adjusts differences between the expected commission amount and the actual amount paid, or may leave the difference as an “open” balance using the functionality of cash receipts
- Provides distributors the option of maintaining a sales analysis – detailed information of sales for the “sold to” customer and the vendor associated with the sale
- Enables distributors to establish a commission rate paid to salespeople specifically for Manufacturer’s Representative transactions, based on either the total sales amount or total commission dollars
- Provides a “multi-pick” option in the Cash Receipts program, so distributors can select among multiple transactions where to “auto apply” a payment
- Records commissions due based on shipments directly to customer from manufacturer or from distributor’s consigned warehouse
- Post manufacturer’s representative activity to separate general ledger accounts

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