

PartnerCentric's Dynamic Commissioning Engine: Empowering Retailers with Real-time Commission Changes Based on Their Unique Parameters

CUSTOMERS OF OUR ENGINE USUALLY COME WITH CHALLENGES SUCH AS:

- Why can't I quickly change commission on my skus the moment they become clearance items?
- How can I automate the process of commission changes when I'm suddenly low on inventory?
- What tools are there to give me more control over the parameters for proactively automating commission changes? None of the criteria I can find seem to fit my business' situation.

SO WHAT DOES THE DYNAMIC COMMISSIONING ENGINE DO AND HOW DOES IT WORK?

We have built a proprietary commissioning engine to automate and optimize the tedious process of commission changes for retail products. If a client sends us a daily list of products and variables around those products (margin, inventory count, shipping costs, etc.) we can then create and implement logic that will automatically alter the commission rates for affiliates based on what goals and targets are set by the client. These commissions can be changed on a daily basis or more often as needed to hit set targets.

WHAT PROBLEMS DOES IT SOLVE?

When a retailer has to change commission rates manually, they often don't have the flexibility to pay out proper commissions per item. They end up overpaying on some items and underpaying on others with the hope that it somehow balances out. This is an assumptive and reactive process that creates problems. Our tool allows clients to be strategically proactive and ensures that every product is being commissioned the way you need it to be in order to reach target margins or revenue. It also leaves the controls with the client. We are not a network or a technology platform, so the technology controls lie with our clients. It's entirely up to you to let us know if we need we need to change networks, commission rates, or even turn it off. You get full transparency.

WHO CAN BENEFIT FROM THE DYNAMIC COMMISSIONING ENGINE?

Because it is a custom solution, any client can benefit from the engine but we believe that retailers will see the most value. The main criterion is a full product list and the capacity to provide any values needed to build the commissioning logic. Therefore, we often find this tool most helpful for retail clients who have hundreds of SKUs or more and often have different margins or other critical values associated with them. Additionally, our Dynamic Commissioning Engine is network agnostic so we can implement it in several networks concurrently to make sure that users of the engine are getting the most value. The tool can be adjusted at any time, across the multiple platforms, without ill effect. Because this is a client-controlled tool, and not a tracking platform tool, it is as flexible as the program requires.

WHAT ARE THE COSTS FOR THIS TOOL?

This is a custom solution so pricing varies depending on the engine requirements. However, standard features are a flat one-time fee to cover the integration and logic setup, as well as an ongoing maintenance fee. We are happy to provide pricing after a needs analysis is done.

To learn more about how our Dynamic Commissioning Engine can optimize your product margins, contact sales@partnercentric.com