



Compensation Management: The proper way to pay your employees

CompTrackr accommodates the intricacies of modern pay plans while allowing managers to present a clear and concise opportunity to their teams and potential hires. Managers can evaluate alternative plans and test them against actual results. Additionally, salespeople can access CompTrackr to see where they are in meeting goals and capturing opportunities. Integrated with the DMS, CompTrackr automates and simplifies the payroll process, saves time for the office staff, motivates employees and drives improved margins.

Why CompTrackr?

Comprehensive

Incorporates a variety of factors that make up a pay plan including tiered commissions, draws & settle-ups, multiple bonus structures, etc.

Real-Time Integration

DMS integration allows salespeople to see the immediate impact of sales on their paycheck.

Employee Confidence

Unprecedented clarity and transparency in the computation of pay generates trust and boosts employee retention.

Easy to Use

Intuitive software that immediately reduces the hours required to calculate payroll by up to 75% for first time and experienced users.

Pay Plan Analysis

Assess the impact of different pay plans through simulations with actual data.

Cloud-Based

Access CompTrackr from various devices using cloud based technology.

Salesperson Deal Breakdown

Dunder Mifflin - HALPERT, JAMES - 12/1/2018 - 12/31/2018

12/2018

Stock#	Sales Date	Year	Make	Model	N/U	Status	Customer's Name	F.Comm %	B.Comm %	Unit	F.Gross	B.Gross	F.Comm	B.Comm	Total	Longevity
ND15530	12/04/2018	2013	FORD	F-150	U	Capped	SCHRUTE, DWIGHT	35	0	1.0	\$621.70	\$1,000.00	\$217.59	\$0.00	\$217.59	\$25.00
N133559	12/06/2018	2019	CHEVROLET	SILVERADO 2500HD	N	Capped	BEESLY, PAM	35	0	1.0	<div>Halpert, James</div> <div>New 6.5 Used 4.0 Total 10.5</div> <div>Front Gross: (\$11,315.04) Back Gross: \$14,025.02 CSI</div> <div>Status: No CSI</div> <div>Score: District Avg # of Surveys</div> <div>Front Comm: \$1,937.50 Back Comm: \$701.25 Bonus</div> <div>Fast Start: \$0.00 Big Finish: \$0.00 Volume: \$250.00 Total Gross: \$0.00 Spiffs: \$0.00 CSI: \$0.00 Unit Flat: (\$105.00)</div> <div>Total Earned: \$2,783.75</div>					
N195595	12/08/2018	2019	CHEVROLET	TRAVERSE	N	Capped	BERNARD, ANDREW	35	0	1.0						
JR100333	12/12/2018	2018	CHEVROLET	TAHOE	N	Capped	SCOTT, MICHAEL	35	0	1.0						
N305105	12/15/2018	2018	CHEVROLET	TAHOE	N	Capped	MALONE, KEVIN	35	0	1.0						
R331878	12/15/2018	2018	CHEVROLET	TAHOE	N	Capped	MARTIN, ANGELA	35	0	0.0						
IN171987	12/15/2018	2019	CHEVROLET	SILVERADO 1500	N	Capped	FLENDERSON, TOBY	35	0	1.0						
IV316981	12/17/2018	2015	VOLKSWAGEN	JETTA	U	Capped	HANNON, ERIN	35	0	1.0						
IN337644	12/18/2018	2018	CHEVROLET	SUBURBAN	N	Capped	BRATTON, CREED	35	0	1.0						
N314125	12/18/2018	2018	CHEVROLET	COLORADO	N	Capped	HUDSON, STANLEY	35	0	1.0						
R234810	12/18/2018	2018	CHEVROLET	EQUINOX	N	Capped	HOWARD, RYAN	35	0	1.0						
N158710	12/18/2018	2019	CHEVROLET	SILVERADO 1500	N	Capped	PALMER, MEREDITH	35	0	1.0	\$-1,331.45	\$1,275.00	\$200.00	\$0.00	\$200.00	\$25.00
N138793	12/19/2018	2019	CHEVROLET	COLORADO	N	Capped	FLAX, HOLLY	35	0	1.0	\$1,374.27	\$724.56	\$480.99	\$0.00	\$480.99	\$25.00
Total:										27.0	\$7,386.07	\$51,236.22	\$9,569.79	\$0.00	\$9,569.79	\$675.00



CompTrackr

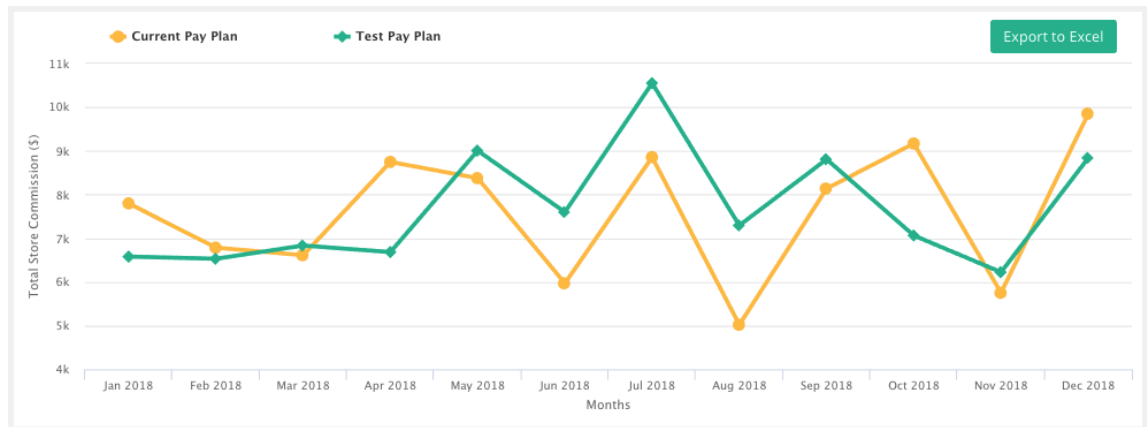
An integrated tool that allows managers to optimize, evaluate, test & manage compensation plans.

What We Do

- **Improve efficiency** and ensure accuracy while running payroll calculations
- Easily **manage spiffs** including budgets, requests, approvals, & spiff programs
- Create and **compare pay plans** through simulations using actual data
- **Motivate salespeople** by providing visibility into real time payroll calculations
- **Track CSI scores** over time to identify potential areas for improvement
- Export detailed PDF and CSV files for **easy payroll reporting** and power posting

Pay Plan Lab

Quickly analyze different pay plans using your store's historical data and understand how to maximize profitability for you and your employees.



Pay Plan Detail

Pay Plan Name
Company: GTO
Effective Date
7/1/2017
Employees
33
Pay Plan Status
Active

Current Employees

Schrute, Dwight
Scott, Michael
Halpert, James
Vance, Phyllis
California, Robert
Lewis, Gabe
Beesly, Pam
Vickers, Deangelo
Anderson, Roy
Martinez, Oscar
Hudson, Stanley
Bratton, Creed
Palmer, Meredith
Howard, Ryan
Flenderson, Toby

Front Commission (%)			Back Commission (%)			Front Pack By New/Used	
Start	End	N/U Car	Start	End	N/U Car	New	Used
0.00	9.00	20.00%	0.00	9.00	5.00%	\$-400.00	\$-200.00
10.00	14.00	25.00%	10.00	12.00	6.00%		
15.00		30.00%	13.00		7.00%		

Longevity (years)			Volume Bonus			Mini/Max	
Start	End	Amount Per Deal	Start	End	Volume Bonus	New Mini	New Max
0	0	\$10.00	0	11	\$0.00	\$100.00	
1	1	\$20.00	12	14	\$1000.00		
2	4	\$30.00	15	17	\$1250.00	\$	
5	0	\$50.00	18	20	\$1500.00		
			21	24	\$1750.00	Used Mini	Used Max
			25		\$2250.00	\$	

CSI Front Commission Adj					
Start	End	N/U	N/U	N/U	N/U
0.00		-2.0%	0.0%	0.0%	2.0%

Individual Pay Plans

View each salesperson's specific pay plan at a glance. Improve employee satisfaction and increase retention through transparency regarding compensation.



DMS Certifications

Dealertrack

CDKGlobal.

DealerBuilt.