

Manufacturer Rep Training Budde Marketing Dashboard



POS/ Direct Reporting and Commission Tool

- This tool contains Sensirion POS data received from authorized distributors on a monthly basis as well as direct business
- Since this is Americas data only and not global rollout, out of territory may not be shown and will be added to commission payout statement
- Review of shipments within Representative territory
 - POS scrubbing: mining for business
 - Who is buying? Who is not buying?
- Transparency of commission payout
 - To ensure that Representatives are aware of and clear on what is being paid
(often times shipments are made into territory with a design location in another region, affecting payout %)
- This also serves as a review of data to ensure that known shipments are not missing from a particular representative territory

www.posdashboard.net/sensirion

For login help, please contact your Sensirion Advocate

Overview of screens available

1. Dashboard review
 - a. Current month, previous month and year-to-date
2. Distributor reports
 - a. Monthly POS, Distributor Market Share, Distributor by Quarter
3. Territory Rep reports
 - a. POS by Territory, POS by Rep (for reps with multiple names)
4. Customer Reports
 - a. Top Customers, Top Cust/ Pt, Lost Business, Lost Cust/ Part, First Time Buy, New Customers
5. Part Number Reports
 - a. Top Parts, Lost Parts, Quarterly Top 25, Top Runner Parts
6. Commissions
 - a. Overview of POS and Direct sales for set territory with commission payout rate*
7. Search Data
 - a. Looking for specific information

For training on POS tool, please refer to POS/ Direct Reporting Tool training video posted on [SensiNet 365](#) (click to load training)

***Current data is Americas only; split commissions and any out of territory shipments will be added to commission statement manually until system is global**

Guidelines

- Distribution (POS) and Sensirion Direct sales reports are submitted once a month
 - POS reports are submitted on the last full week of the month and/or the first week of the new month
 - Ex: On July 26th, some distributors will submit POS reports for July purchases
 - Any purchases after July 26th are reported as August sales
 - Sensirion Direct report is sent from HQs either last week/ or first week of new month
 - Direct reporting is for all business days in a single month
- FYI – Commissionable dollar amounts differ when splits are in place to avoid overpayment of the same opportunity
 - For POS Tool data, commissionable dollar is adjusted, NOT Commission rate of either 3% or 5%
 - Sum of all Commissionable dollar amounts = total purchase from customer
- We will be printing commission data in excel format like we do now and request for invoice
 - We are not in a global system yet, so we will add line items that are not available in current Budde dashboard
 - Stay tuned! We will keep you posted on status of global rollout

Reminders & Expectations

- Commission statements will be going out by the last week of each month
- For any out of territory split request, we need to have a split commission request form completed and approved in order for payout
- Split request form to be filled out with **as much detail as possible**
 - Located on Rep portal page > Shared Documents > Sales Support > Split Requests > [Sensirion Split Commission Request Form](#)

SENSIRION, INC. Split Commission Request Form		
*=Required		

Note: If split is shipping through distribution, we need a **design registration and/ or ship & debit number** in order to track

Note: Please reference your contract if you have questions on commission payout rate