

# Streamline Your Commission Processing with LWT Enterprise Commissions

Introducing a proven, flexible solution for processing commissions...

## What is LWT Enterprise Commissions?

LWT Enterprise Commissions is a proven, world-class software platform which enables you to validate, process, and distribute commission payments.

The system delivers on the 5 key principles of a best-of-breed commission processing system:

### **Enterprise**

*Rated world class, LWT Enterprise Commissions allows you to process commissions efficiently and accurately. Fully scalable processes allow you to grow both your sales channels and your sales volume. Enterprise integration allows you to "plug in" to your existing architecture, and extend that integration through to suppliers and customers.*

### **Flexible**

*LWT Enterprise Commissions supports full configuration of business models and channel networks, including tiered remuneration structures. Process commissions weekly, even daily.*

### **Proven**

*We have a ten year track record; our customers include Aussie Home Loans, Loan Market (XINC, Ray White, RealEstate.com.au), National Mortgage Corporation, RESI Mortgage Corporation, plus many more mortgage businesses processing hundreds of thousands of transactions every month.*

### **Innovative**

*Configure flexible remuneration models which provide a real point of difference for your recipients; new models can be deployed immediately, rather than requiring months of development.*

### **Control**

*Full menu-driven, profile based and end-user security settings provide clear separation of duties, giving you control, confidence and accountability.*

## LWT Enterprise Commissions Key Features

### **Channel Management**

Set-up and ongoing maintenance of commission recipients including channel hierarchies, commission rules, accreditation details, bank account details and preferences.

### **Data Validation and Exception Reporting**

Import and match received commission data; validate against a suite of data quality rules; manage and resolve exceptions.

### **Invoicing**

Generate recipient created tax invoices and commission statements in MS Word/Excel and Adobe PDF; transmit via email or XML; post to your online web portal.

### **Web Portal**

Branded online portal that integrates into your website so that your commission recipients can access commission information, download recipient created tax invoices and commission statements; view historical data and track channel hierarchies.

### **Payments**

Generate standard ABA file and pay your recipients via your desk banking software.

### **Enterprise Integration**

Integrate commission processing with financial, business intelligence (BI), data warehouse (DW), CRM and lending systems. Communicate commission data electronically with suppliers and customers. LWT Enterprise Commissions is the only system of its type that is "LIXI-ready".



### **Impressive productivity gains**

LWT Enterprise Commissions' customers experience quantifiable, sustainable productivity gains, processing more transactions with less staff hours. For example, one aggregator experienced an immediate productivity gain of 167%, with a 714% productivity increase over time.

**Ask us how you can calculate your Commission Productivity Ratio (CPR) and benchmark your commission processing efficiency.**

### **Proven Track Record**

Loanworks Technologies has a proven ten year track record working with customers such as Aussie Home Loans and Loan Market Group. We know commissions, and know that a successful project is "not just about the software". Our project management expertise and industry experience help you to transition seamlessly to the new system. Our depth and breadth of experience provide a knowledge-base to readily resolve operational questions as they arise, while your commission staff will experience the benefit of onsite assistance and prompt, ongoing professional support.

We're committed for the long haul; our customers trust us to deliver responsive, innovative, flexible solutions to real-world business needs.

### **Commission processing can be painful...**

- Do you have clear visibility of who gets paid what (and why)?
- Are you manually creating and sending recipient created tax invoices (RCTI's) and commission statements?
- Are you drowning in data validation?
- Are you dependent on an in-house database 'guru' and weeks of spreadsheet copy-and-paste?
- Do you have an army of commission processing staff - or are you reliant on one key staff member?
- Do you have trouble tracking and processing queries and adjustments?
- Can you deliver commission rules that drive business strategy?

*"The new gold standard in commissions processing requires integrating information from a number of fundamentally different sources and exporting different data standards, without undue manual intervention and with full trace and audit capability."*

Erik Fenna, CEO LIXI

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### **About Loanworks Technologies**

Loanworks Technologies is a market leading technology provider specialising in proven turnkey solutions for lead management, loan processing, CRM and marketing, and commission processing.

LWT's experience, responsiveness and innovative approach means that it is the trusted solutions partner of choice for some of the premier brand names in the financial services industry.

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