

### Comarch Commission & Incentive at Fortis Bank Poland

Implementation of the Comarch Commission & Incentive system at Fortis Bank Poland was accomplished successfully. The system, known internally as 'Fortis Broker,' supports structure management as well as commission settlements with the bank's external sales network.



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The solution consists of a central application supporting the bank's team and a portal for external financial advisers with the help of which they can monitor sales and target realization as well as verify the bank's commission settlements. The key module of the system is a configurator equipped with a multidimensional model for commission calculations. Data for calculation purposes is automatically imported from the bank's central transaction system. Commission invoices issued by the system are automatically attributed to the respective cost accounts and transferred to the general ledger.

*'We chose Comarch Commission & Incentive because of its high configuration capacity. The commission and incentive program for Fortis Bank's external sales network includes many advanced algorithms promoting cooperation between individual and business customer's advisors, intermediaries and developers. Another key element of the solution is a current sales presentation for advisors and managers. Importantly the Comarch solution not only supports current handling of the program, but it also allows for individual modifications in the future', states Katarzyna Słowiak, responsible for the system implementation at Fortis Bank. 'In terms of the bank's dynamic development it is important to have a flexible model of the sales network that enables managing the multi-level structure of our distribution channels.'*

*'Owing to cooperation with Fortis Bank our IT solution is enriched with a new version of the module for sales target management', adds Maciej Ślósarczyk, Product Manager at Comarch. 'It supports an innovative approach in setting sales and quality objectives, taking into account local market conditions, its seasonality as well as the profile and individual career path of each customer's advisor. It also makes allowances for a special time period granted to advisors for starting up their business. Information on the current status of objectives realization is utilized by algorithms for calculating commissions.'*

Comarch is a leading Central European provider of IT business solutions supporting complex customer relationships, optimizing operations and business processes. The company's main advantage lies within its deep branch knowledge that is passed on to clients in the form of integrated information systems for the following sectors: telecommunications, financial services, public administration, large corporations and SMEs. Comarch specializes in ERP, CRM and sales support systems, as well as EDI and knowledge management that are backed by comprehensive professional services and strong R&D activities. Since its inception 14 years ago, Comarch has blossomed into a multinational network of offices employing 2,500 highly qualified specialists in Europe, US and the Middle East. Comarch clients include the world's largest corporations and over 40 thousand small and medium-sized enterprises in Poland.

Fortis Bank Poland SA supports businesses and individual customers. The bank's shares are quoted on the Warsaw Stock Exchange. The bank has 45 branches in major Polish cities and employs over 1,700 specialists. A strategic shareholder of Fortis Bank Poland is Fortis Bank Belgium, which possesses 99.2 % of its shares.

More information available at: [www.fortisbank.com.pl](http://www.fortisbank.com.pl)

# Case Study

## Fortis Bank Poland

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Comarch is a leading Central European IT business solutions provider specializing in forging business relationships that maximize customer profitability while optimizing business and operational processes. Comarch's primary advantage lies in the vast domain of knowledge accumulated in and applied to our software products. These products incorporate highly sophisticated IT solutions for businesses in all vertical sectors.

[WWW.FINANCE.COMARCH.COM](http://WWW.FINANCE.COMARCH.COM)

Comarch Spółka Akcyjna with its registered seat in Kraków at Aleja Jana Pawła II 39A, entered in the National Court Register kept by the District Court for Kraków-Śródmieście in Kraków, the 11th Commercial Division of the National Court Register under no. KRS 000057567.

The share capital amounts to 8,051,637.00 zł.

The share capital was fully paid,  
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