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1. Salesman Commission

1.1 Calc Salesman Commission by Term

1.1.1 Project Information

ID	C00001
Introduction	Calculate commission by Term
Category	DIY Customization
Module Required	Salesman Commission Module
Price	RM 500 * Price range are subject to change depending on cost and complexity of customization.

1.1.2 Salesman Commission Rate

Term	Commission Rate
< 30	5%
< 60	3%
< 90	2%
>90	0%

1.1.3 Sample Screen

Company : Agent : Area : : Currency : Incl Cancelled : Sort By :	Ali Ali Ali Ali No Agent;PostDate	=;DocNo	Colle As /	ection Report At 31/05/2018		16/05	5/18 6:46 PI
Testing Comp	Pay Date) Inv No	Pay No	Name	Amount (RM)	Age	Page 1 of Comm
NE	NIE EALI	NG	rayno	Harne	Anoune (rany	nge.	Contin
15/05/2018	15/05/2018	IV-00099	OR-00056	AB ENTERPRISE SON BHD	500.00	0	25.0
15/05/2018	17/05/2018	IV-00099	OR-00059	AB ENTERPRISE SON BHD	599.00	2	29.9
				Total	1,099.00		54.9
SY	SAI YOK	E					
16/04/2018	01/05/2018	IV-00101	OR-00058	ALPHA & BETA COMPUTER	80.00	15	4,0
16/02/2017	10/05/2018	CS-00010	OR-00060	ALPHA & BETA COMPUTER	1,595.00	448	0.0
16/03/2018	14/05/2018	IV-00100	OR-00061	ALPHA & BETA COMPLITER	800.00	59	24.0
25/02/2018	16/05/2018	IV-00004	OR-00062	ALPHA & BETA COMPUTER	500.00	80	10.0
				Total	2,975.00	\nearrow	38.0
				(i)Age 15 < 30, 7 (ii) Age 59 < 60	thus calc 5%), thus Calc 3	Con	ım omm



1.2 Calc Commission based on Profit Margin

1.2.1 Project Information

ID	C00002
Introduction	Calculate commission based on Margin Profit
Category	DIY Customization
Module Required	S&P Module, Salesman Commission Module, DIY Field(Include in Pro Set), DIY Script
Price	RM 1,500 * Price range are subject to change depending on cost and complexity of customization.

1.2.2 Commission Rate

Term	Commission Rate
< 30	5%
< 60	3%
< 90	2%
>90	0.5%

1.2.3 Sample Screen

ter an	nvoice											_	
More.					Invoic					Cancel	lled 🗌		New
:	Customer :-	300-A0002 💌						Inv	No: IV-	-00113			Edit
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adhm	Address :-	838 JALAN WORLD						Date	e:- 01	/08/2017	-		Delete
Ients		40485 RAWANG						Age	nt:- LE	E	-		<u>S</u> ave v
f		SELANGOR DE						Tern	ns :- 45	Days	-		<u>C</u> ancel
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	• E-BAT	ERICSSON BATTERY	10.00	UNIT	90.00	900.00			0.00	900.00	0	Ш	
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System will capture Item P/L and update to Sales Invoice. System will capture Fix Cost from Maintain Stock Item whenever item cost is 0.

Inv Date Pay Date Inv No Pay No Name Amount (RM) Age Con LEE LEE 01/08/2017 05/08/2017 1V-00113 OR-00058 ALPHA & BETA COMPUTER 26,600.00 4 58 SY SAL YOKE 08-00056 ALPHA & BETA COMPUTER 2.50 9	.49
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Total 2.50 (.05
Calculate Commission Amount.	
of 1 05.08.2017 10:46:50 05alesman Col Example for IV-00113	

1.2.4 Summarize

- Calculate Commission Amount by Margin Profit, when item cost is 0, system will capture Item Ref Cost
- Age = Payment Date IV Document Date
- Different Age will determine different % of Commission Rate.



1.3 Generate Commission base on QTY with Different Stock Group Different Commission Rate

1.3.1 Project Information

ID	C00003
Introduction	Commission calculated based on Qty with Different Stock Group Different Commission Rate
Category	DIY Customization
Module Required	Salesman Commission Module, DIY Field(Include in Pro Set), DIY Script Module
Price	RM 1,200 * Price range are subject to change depending on cost and complexity of customization.

1.3.2 Commission Rate

Stock Group Rate

Stock Group	Commission Rate
HP	10%
ACC	0.5%

Term Rate

Term	Commission Rate
< 30	5%
< 60	3%
< 90	2%
>90	0%



1.3.3 Sample Screen

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ľ	Cust	omer :	- 300-A	.0002 💌					_			Inv No :	IV-0010	3		Edit
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	Loca	l Net T	otal:	1	11,250.00						Net T	otal (RM):		11,250	.00	Close
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1.3.4 Summarize

- Generate Commission in Customer Payment Listing Report
- Calc Commission base on Qty
- Different Stock Group different Commission Rate
- Different Term Day different Commission Rate
- Partial Payment Partial Commission



1.4 Full Payment Full Commission

1.4.1 Project Information

ID	C00004
Introduction	Calculate Commission when IV was fully paid.
Category	DIY Customization
Module Required	Salesman Commission Module
Price	RM 700 * Price range are subject to change depending on cost and complexity of customization.

1.4.2 Commission Rate

Term	Commission Rate
< 30	5%
< 60	3%
< 90	2%
>90	0%

1.4.3 Sample Screen

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	Customer :-	300-A0002 💌								Inv No :	IV-00104			Edit
Atta		ALPHA & BETA COMPUTE	R							Next No :-	IV-00105	-		Delete
adhm	Address :-	838 JALAN WORLD								Date :-	02/05/2018	•	Ľ.	<u>_</u>
Ients		40485 RAWANG								Agent :-	SY	-		<u>⊨</u> <u>S</u> ave ▼
Ĩ		SELANGOR DE								Terms :-	45 Days	-	Л	<u>C</u> ancel
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	Deposit Amo	ount: 0.0	00											
	Local Net To	tal: 1,0	00.00						Net To	otal (RM):		1,000.00		Close
				_			0/1018							

Use DocAmt to Calculate Commission Amount



Cı	istomer Payment Entry					
	Customer Code: 300-A0002 💌		C	urrency:		New
	Project: 💌					Edit
	Customer Payment		O/R No:	OR-00064	1	Delete
ſ	Cancelled Non-Refundable		Next No:	OR-00065	-	
			Date:	03/05/2018	-	
			Agent:	SY	-	Cancel
	Paid By: ALPHA & BETA COMPL		Area:	RAWANG	-	Refresh
	Received In : MAYBANK]	(RM)		800.00	Browse
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	Cheque No :		Received 1	Pavment RN	A 800	>
	Description: Payment For Accc 👻 …	Unapp			1000	
	Knock-off In	ivoices / Debi	t Notes			
	Knock Off Grid					
	T Date Doc No.	Amount	Outstanding	g Pay		
	V 02/05/2018 IV-00104	1,000.00	0.	800.0		
					1	
	1 doc Total:	1,000.00	0.0	800.0	0	

🔮 O	ustomer Credit Note Entry			
More	Customer Code: 300-A0002		Currency:	New CN
•				New JE
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dhmer	Cancelled 🗌		Next No: CN-00021 ▼	Delete
nts.			Date: 17/06/2018 👻	
	Customer : ALPHA & BETA COMPUTER		Agent: SY	Save 👻
Note	+	<	Ext. No: R	. <u>C</u> ancel
	GL Acc Description	Amount Tax	Tax Amt Tax In Sub Tot	Refresh
	510-000 RETURN INWARDS	200.00	0.00 200.00	
	1 record:		Ext No 'R' will deduct Commission	ted from
	Local Net Total: 200.00	Net Tota	al (RM): 200.00	
	C/N Description: Credit Note	Unapplied Am	t (PM)- 0.00	J
	Kasek of Inv	onapplied Am	0.00	
	Knock Off Grid	Dices / Debit Notes		
	Type Date Doc No.	Amount Outs	tanding Pay	
	► IV 02/05/2018 IV-00104	1,000.00	0.00 200.00	
	1 records Total:	1,000.00	0.00 200.00	Close





= RM 1000- RM 200 = RM 800

-When Age < 30, Commission Rate = 5 %,

Comm Amt = RM 800 * 5% = RM 40

1.4.4 Summarize

- Generate Commission in Customer Payment Listing Report
- Full Payment Full Commission
- Calc Comm by Term Day
- Credit Note with Remark "R" in DocnoEx will deducted CN Amount

1.4.5 Disadvantage

- Only able to Calc Commission when there was no outstanding for IV. Example :
 - IV-001 | 02/05/2018 | RM 1000
 - * OR-002 | 03/05/2018 | RM 800
 - * CN-003 | 25/06/2018 | RM 200

Scenario 1 : CN-0003 been knockoff before generate Commission Report on May 18

- Generate Commission Report for OR-002 will able to calculate Commission Amount.

Scenario 2 : CN-003 Yet KnockOff before Generate Commission Report on May 18

- Generate Commission Report for OR-002 Commission Amt will be 0 due to IV-001 still have outstanding.



1.5 Calculate Commission with different Agent different Stock Group different Commission Rate

1.5.1 Project Information

ID	C00004
Introduction	Calculate Commission with different Agent Different Stock Group different Commission Rate
Category	DIY Customization
Module Required	Salesman Commission Module, DIY Field(Include in Pro Set), DIY Script Module
Price	RM 1800 * Price range are subject to change depending on cost and complexity of customization.

1.5.2 Commission Rate

Stock Group	Agent	Comm Rate
ACC	HALIM	5%
ACC	LP	3%
HP	HALIM	1%
HP	LP	1%

1.5.3 Sample Screen





5	nvoice									0	0
Sec.				1	invoice				Cance	fied []	Ben
	Customer :-	300-40001	1					Inv No :	IV-00107	1	Edit
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Ŧ	Invoice Mat	bix								,	12.21
i.	Stock Gr.	Iten Code	Description	Qty UOM	U/Price Disc	Sub Total	Tax Tax In	Tax An	nt Sub To	tal (Tax)	
ż.	ACC	COVER	HANDPHONE COVER	10.00 UNET	10.00	\$00.00			0.00	100.00	
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				= RM	100 * 5%						
				$= \mathbf{R}\mathbf{M}$	[5						
				ii)Iten	n Code IP	PHONE X	$\mathbf{X} = \mathbf{H}\mathbf{P}$	Stoc	k Grou	ap	
				$-\mathbf{R}\mathbf{M}$	[/1000 * 10	/				•	
						- 0					
				$= \mathbf{R}\mathbf{M}$	l 49.99						
				Total	Comm for	this IV-0	0107 =	= RM	54.99		

Date : Document : Company : Agent : Area : : Currency : nd Cancelled : Gort By :	From 01/05/20: All All All All No Agent;PostDate	18 to 31/05/2018 e;DocNo	Colle As /	ection Report At 31/05/2018		19/05/1	² age 1 of 1 Comm. 54.99 0.00 0.00 0.00 0.00
Hello Pretty S	dn Bhd (1234	56-S)			(D11)	Pa	ge 1 of 1
Inv Date	Pay Date	Inv No	Pay No	Name	Amount (RM)	Age	Comm.
HALIM	HALTM B						
19/05/2018	19/05/2018	IV-00107	OR-00067	KITTY SECURITY SDN BHD	5,099.00	0	54.99
				Total	5,099.00		54.99
NF	NIE FAU	NG					
15/05/2018	15/05/2018	IV-00099	OR-00056	AB ENTERPRISE SDN BHD	500.00	0	0.00
15/05/2018	17/05/2018	IV-00099	OR-00059	AB ENTERPRISE SDN BHD	599.00	2	0.00
				Total	1,099.00		0.00
SY	SAI YOK	E					
16/04/2018	01/05/2018	IV-00101	OR-00058	ALPHA & BETA COMPUTER	80.00	15	0.00
02/05/2018	03/05/2018	IV-00104	OR-00064	ALPHA & BETA COMPUTER	800.00	1	0.00
16/02/2017	10/05/2018	CS-00010	OR-00060	ALPHA & BETA COMPUTER	1,595.00	448	0.00
16/03/2018	14/05/2018	IV-00100	OR-00061	ALPHA & BETA COMPUTER	800.00	59	0.00
25/02/2018	16/05/2018	IV-00004	OR-00062	ALPHA & BETA COMPUTER	500.00	80	0.00
				Total	3,775.00		0.00



1.5.4 Summarize

- Generate Commission in Customer Payment Listing Report
- Different Stock Group different Commission Rate
- Different Agent Different Commission Rate
- Partial Payment Partial Commission

Stay tune for more update ~