



SQL Account®
COMMISSION
CATALOGUE

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SQL Account COMMISSION CATALOGUE

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 750 * 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

Date : From 01/05/2018 to 31/05/2018
 Document : All
 Company : All
 Agent : All
 Area : All
 Currency : All
 Ind Cancelled : No
 Sort By : Agent;PostDate;DocNo

**Collection Report
As At 31/05/2018**

16/05/18 6:46 PM

Testing Company - Script () Page 1 of 1

Inv Date	Pay Date	Inv No	Pay No	Name	Amount (RM)	Age	Comm.
NF NIE FAUNG							
15/05/2018	15/05/2018	IV-00099	OR-00056	AB ENTERPRISE SDN BHD	500.00	0	25.00
15/05/2018	17/05/2018	IV-00099	OR-00059	AB ENTERPRISE SDN BHD	599.00	2	29.94
Total					1,099.00		54.94
SY SAI YOKE							
16/04/2018	01/05/2018	IV-00101	OR-00058	ALPHA & BETA COMPUTER	80.00	15 i	4.00
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 ii	24.00
25/02/2018	16/05/2018	IV-00004	OR-00062	ALPHA & BETA COMPUTER	500.00	80 iii	10.00
Total					2,975.00		38.00

- (i) Age 15 < 30, thus calc 5% Comm
- (ii) Age 59 < 60, thus Calc 3% Comm
- (iii) Age 80 < 90, thus 2% of Comm

SQL Account COMMISSION CATALOGUE

1.2 Calc Commission based on Profit Margin

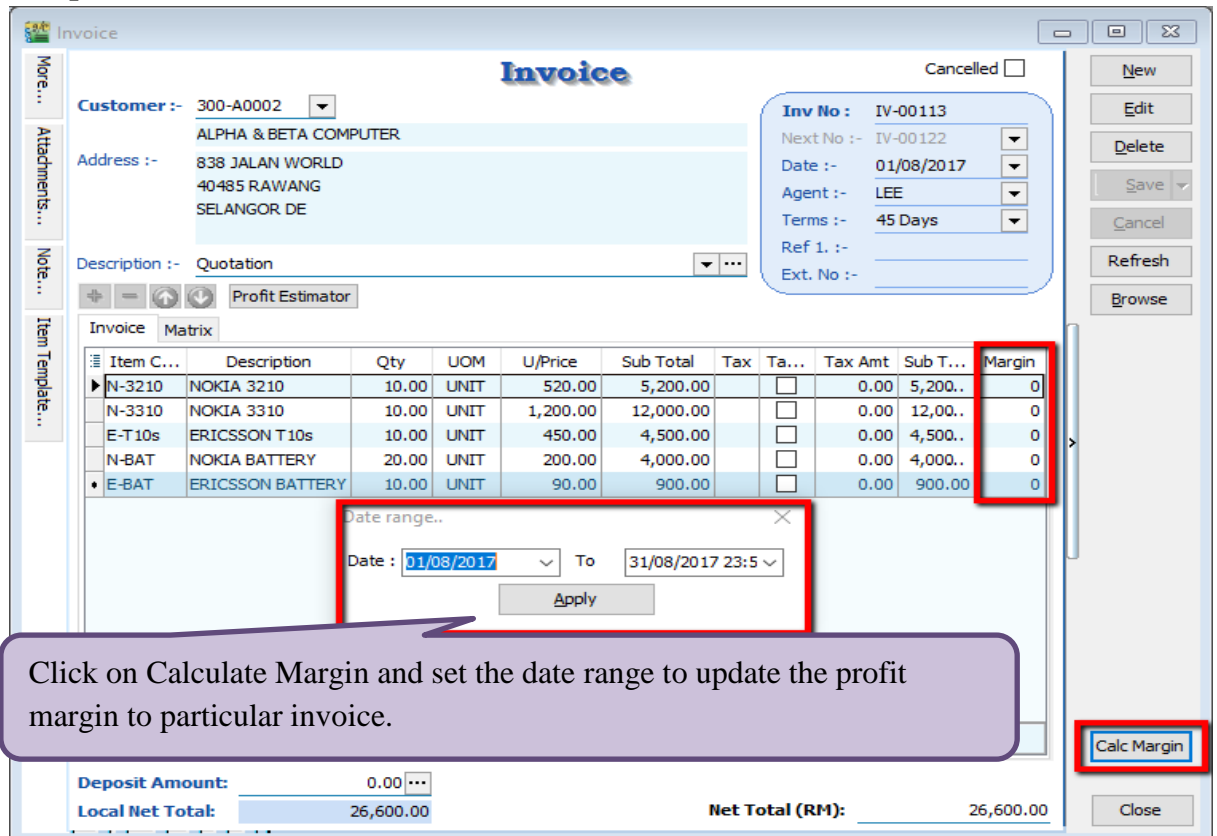
1.2.1 Project Information

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 2300 * 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%

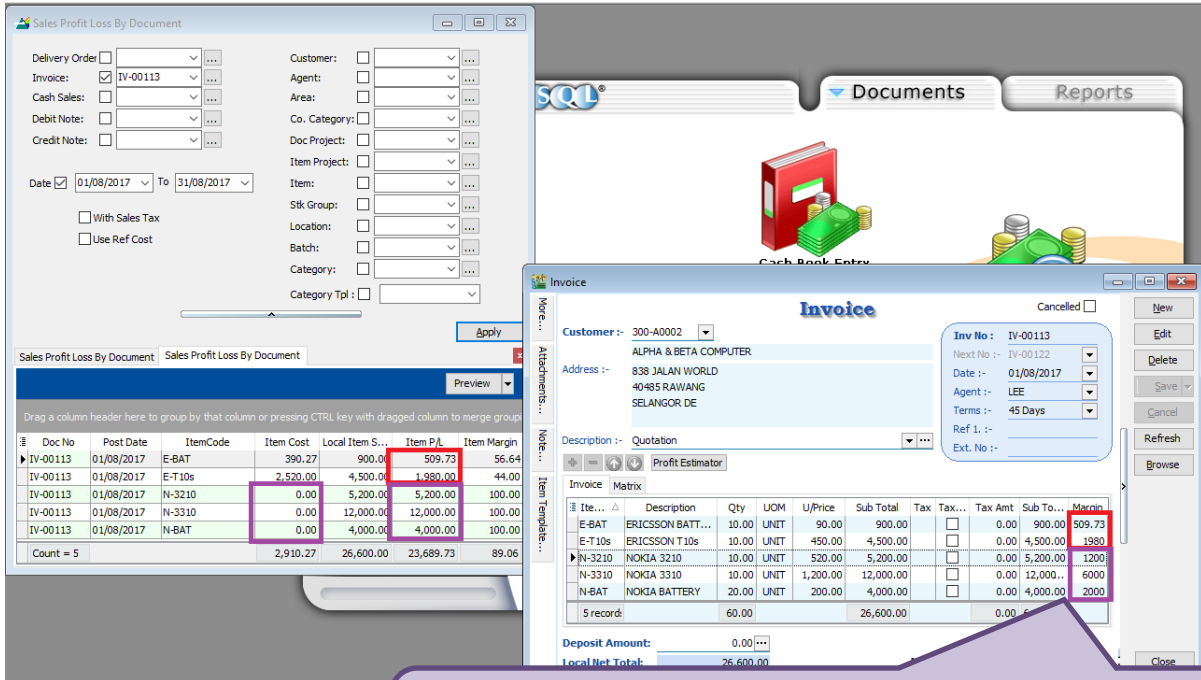
1.2.3 Sample Screen



The screenshot shows the 'Invoice' application window. The main area displays a list of items with columns for Item C..., Description, Qty, UOM, U/Price, Sub Total, Tax, Ta..., Tax Amt, Sub T..., and Margin. The 'Margin' column is highlighted in red. A 'Date range..' dialog box is open, showing a date range from 01/08/2017 to 31/08/2017 23:5. A callout box points to the 'Calc Margin' button at the bottom right.

Click on Calculate Margin and set the date range to update the profit margin to particular invoice.

SQL Account COMMISSION CATALOGUE



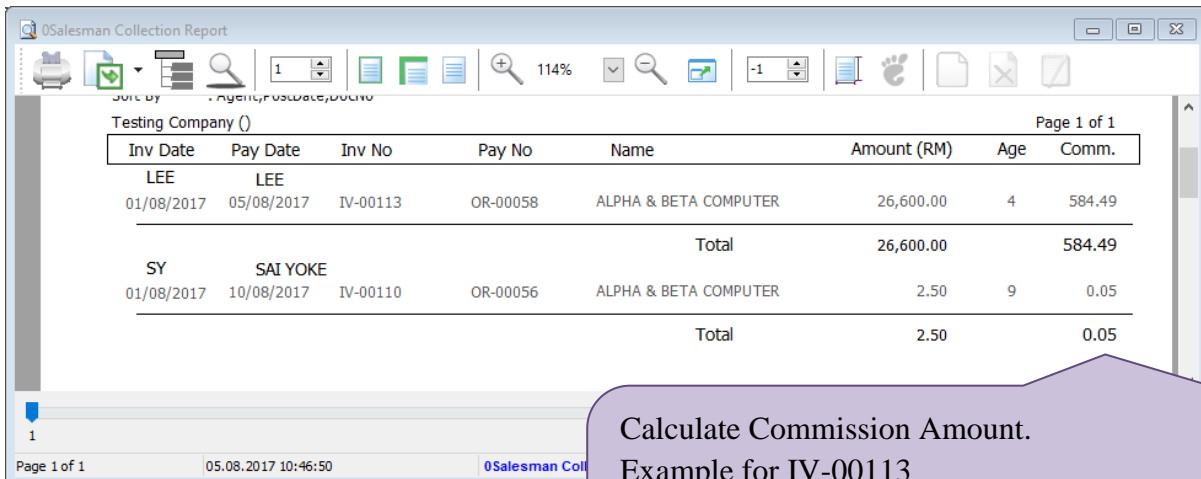
Sales Profit Loss By Document

Doc No	Post Date	ItemCode	Item Cost	Local Item S...	Item P/L	Item Margin
IV-00113	01/08/2017	E-BAT	390.27	900.00	509.73	56.64
IV-00113	01/08/2017	E-T10s	2,520.00	4,500.00	1,980.00	44.00
IV-00113	01/08/2017	N-3210	0.00	5,200.00	5,200.00	100.00
IV-00113	01/08/2017	N-3310	0.00	12,000.00	12,000.00	100.00
IV-00113	01/08/2017	N-BAT	0.00	4,000.00	4,000.00	100.00
Count = 5			2,910.27	26,600.00	23,689.73	89.06

Invoice

Ite...	Description	Qty	UOM	U/Price	Sub Total	Tax	Tax...	Tax Amt	Sub To...	Margin
E-BAT	ERICSSON BATT...	10.00	UNIT	90.00	900.00			0.00	900.00	509.73
E-T10s	ERICSSON T 10s	10.00	UNIT	450.00	4,500.00			0.00	4,500.00	1980
N-3210	NOKIA 3210	10.00	UNIT	520.00	5,200.00			0.00	5,200.00	1200
N-3310	NOKIA 3310	10.00	UNIT	1,200.00	12,000.00			0.00	12,000.00	6000
N-BAT	NOKIA BATTERY	20.00	UNIT	200.00	4,000.00			0.00	4,000.00	2000
5 records		60.00			26,600.00			0.00		

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.



Salesman Collection Report

Inv Date	Pay Date	Inv No	Pay No	Name	Amount (RM)	Age	Comm.
01/08/2017	05/08/2017	IV-00113	OR-00058	ALPHA & BETA COMPUTER	26,600.00	4	584.49
Total					26,600.00		584.49
01/08/2017	10/08/2017	IV-00110	OR-00056	ALPHA & BETA COMPUTER	2.50	9	0.05
Total					2.50		0.05

Calculate Commission Amount.
Example for IV-00113
Total Margin = RM 11,689.73,
Age < 30 Days, Commission Rate = 5%
Commission Amt = 11,689.73 * 5% = 584.49

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 1,800 * 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%

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1.3.3 Sample Screen

Maintain Group

Code	Description	Sales	S/Rtrn	C/Sales	Purc...	C/Purc	P/Rtrn	Active	CommRate
ACC	ACCESSORIES	500-...	510-1...	500-...	610-...	610-1...	612-1...	<input checked="" type="checkbox"/>	0.1
HP	HANDPHONE	500-...	510-0...	500-...	610-...	610-0...	612-0...	<input checked="" type="checkbox"/>	0.05

Invoice

Customer :- 300-A0002
ALPHA & BETA COMPUTER
Address :- 838 JALAN WORLD
40485 RAWANG
SELANGOR DE

Inv No :- IV-00103
Next No :- IV-00104
Date :- 17/05/2018
Agent :- SY
Terms :- 45 Days
Ref 1. :-
Ext. No :-

Item Code	Description	More ..	Qty	COM	U/Price	Disc	Sub Total	Tax	Tax ...	Tax Amt	Sub Total (...)	Stoc...
ANT	ANTENNA	a	100.00	UNIT	2.50		250.00	<input type="checkbox"/>		0.00	250.00	ACC
E-T18s	ERICSSON T18s	a	10.00	UNIT	1,100.00		11,000.00	<input type="checkbox"/>		0.00	11,000.00	HP

2 records 110.00 11,250.00 0.00 11,250.00

Deposit Amount: 0.00
Local Net Total: 11,250.00 Net Total (RM): 11,250.00

Commission Calculation

$$= Qty * Stock Group Comm Rate$$

i) Ant Item = Qty * Comm Rate

$$= 100 * 0.1 = \text{RM } 10$$

ii) E-T18s = Qty * Comm Rate

$$= 10 * 0.05 = \text{RM } 0.50$$

$$\text{Total Comm for IV-00103} = \text{RM } 10.50$$

Date : From 01/06/2018 to 30/06/2018
Document : All
Company : All
Agent : All
Area : All
Currency : All
Ind Cancelled : No
Sort By : Agent;PostDate;DocNo

Testing Company - Script ()

Collection Report As At 30/06/2018

17/05/18 10:47 AM

Inv Date	Pay Date	Inv No	Pay No	Name	Amount (RM)	Age	Comm.
17/05/2018	17/06/2018	IV-00103	OR-00063	ALPHA & BETA COMPUTER	6,000.00	31	0.17
Total					6,000.00		0.17

i) Calc Commission with Payment Term

IV-00103 = Age > 30, < 60, hence, Commission Rate = 3% ,

$$\text{Total Comm} = \text{RM } 10.50 * 3\% = \text{RM } 0.32$$

ii) Partial Payment Partial Commission

$$\text{Payment KO Amt} / \text{IV DocAmt} * \text{Comm Amt}$$

$$= 6000 / 11250 * \text{RM } 0.32 = \text{RM } 0.17$$

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

SQL Account COMMISSION CATALOGUE

1.4 Full Payment Full Commission

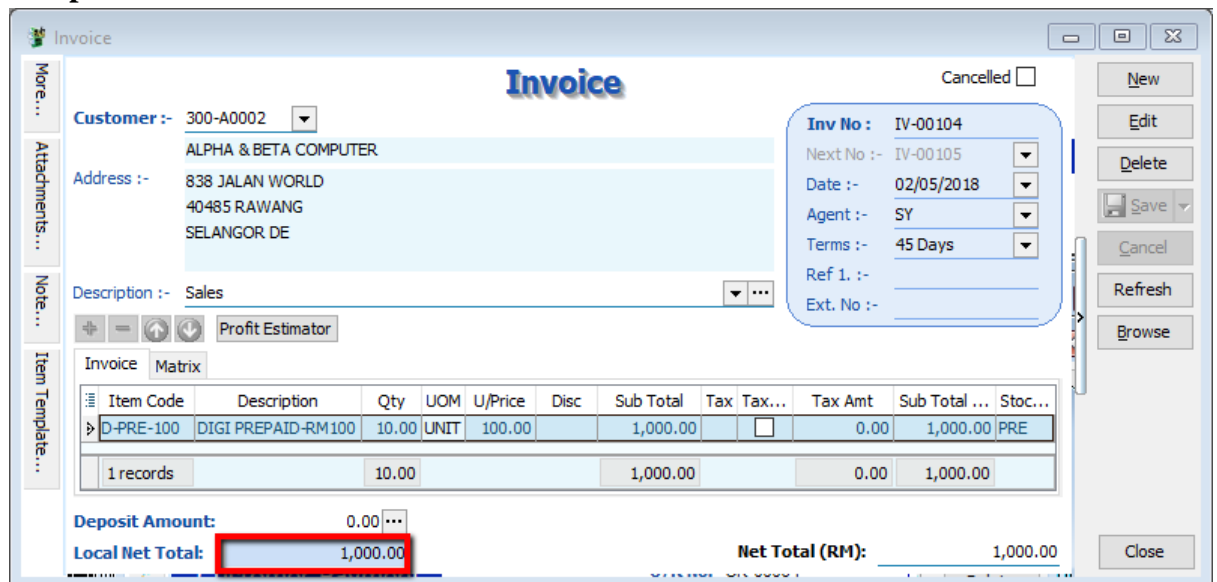
1.4.1 Project Information

ID	C00004
Introduction	Calculate Commission when IV was fully paid.
Category	DIY Customization
Module Required	Salesman Commission Module
Price	RM 1100 * 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



The screenshot shows an 'Invoice' window with the following details:

- Customer:** 300-A0002 (ALPHA & BETA COMPUTER)
- Address:** 838 JALAN WORLD, 40485 RAWANG, SELANGOR DE
- Inv No:** IV-00104
- Date:** 02/05/2018
- Agent:** SY
- Terms:** 45 Days

Item Code	Description	Qty	UOM	U/Price	Disc	Sub Total	Tax	Tax...	Tax Amt	Sub Total ...	Stoc...
D-PRE-100	DIGI PREPAID-RM100	10.00	UNIT	100.00		1,000.00			0.00	1,000.00	PRE
1 records		10.00				1,000.00			0.00	1,000.00	

Deposit Amount: 0.00
Local Net Total: 1,000.00 (highlighted in red)
 Net Total (RM): 1,000.00

Use DocAmt to Calculate Commission Amount

SQL Account COMMISSION CATALOGUE

Customer Payment Entry

Customer Code: 300-A0002 Currency: ----
Project: ----

Customer Payment O/R No: OR-00064
 Cancelled Non-Refundable Next No: OR-00065
 Date: 03/05/2018
 Agent: SY
 Area: RAWANG
 (RM) 800.00

Paid By : ALPHA & BETA COMPL
 Received In : MAYBANK
 Bank Charge : 0.00
 Cheque No :

Description: Payment For Acc... Unapp...

Knock-off Invoices / Debit Notes

T...	Date	Doc No.	Amount	Outstanding	Pay
IV	02/05/2018	IV-00104	1,000.00	0.00	800.00
1 doc			Total:	1,000.00	0.00
					800.00

Received Payment RM 800

Customer Credit Note Entry

Customer Code: 300-A0002 Currency: ----
Area: RAWANG

Customer Credit Note C/N No: CN-00020
 Cancelled Next No: CN-00021
 Date: 17/06/2018
 Customer : ALPHA & BETA COMPUTER Agent: SY
 Ext. No: R

GL Acc...	Description	Amount	Tax	Tax Amt	Tax In...	Sub Tot...
510-000	RETURN INWARDS	200.00		0.00	<input type="checkbox"/>	200.00
1 record:		Local Net Total:	200.00	Net Total (RM):		200.00

C/N Description: Credit Note Unapplied Amt (RM): 0.00

Knock-off Invoices / Debit Notes

Type	Date	Doc No.	Amount	Outstanding	Pay
IV	02/05/2018	IV-00104	1,000.00	0.00	200.00
1 records			Total:	1,000.00	0.00
					200.00

Ext No 'R' will deducted from Commission

SQL Account COMMISSION CATALOGUE

Inv Date	Pay Date	Inv No	Pay No	Name	DocAmt	CN Amt	Age	Comm.
Date : From 01/05/2018 to 31/05/2018								
Document : All								
Company : All								
Agent : All								
Area : All								
Currency : All								
Incl Cancelled : No								
Sort By : Agent;PostDate;DocNo								
Testing Company - Script ()								
17/05/18 12:21 PM								
Collection Report As At 31/05/2018								
Page 1 of 1								
NF NIE FAUNG					Total	0.00	0.00	0.00
SY SAI YOKE					16/04/2018 01/05/2018 IV-00101 OR-00058 ALPHA & BETA COMPUTER	80.00	0.00	16 4.00
					02/05/2018 03/05/2018 IV-00104 OR-00064 ALPHA & BETA COMPUTER	1,000.00	200.00	2 40.00
					16/02/2017 10/05/2018 CS-00010 OR-00060 ALPHA & BETA COMPUTER	1,595.00	0.00	449 0.00
					Total	2,675.00	200.00	4.00

Calc Commission for IV-00104

- IV DocAmt – CN (DocNoEx = R)

= 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.

SQL Account COMMISSION CATALOGUE

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

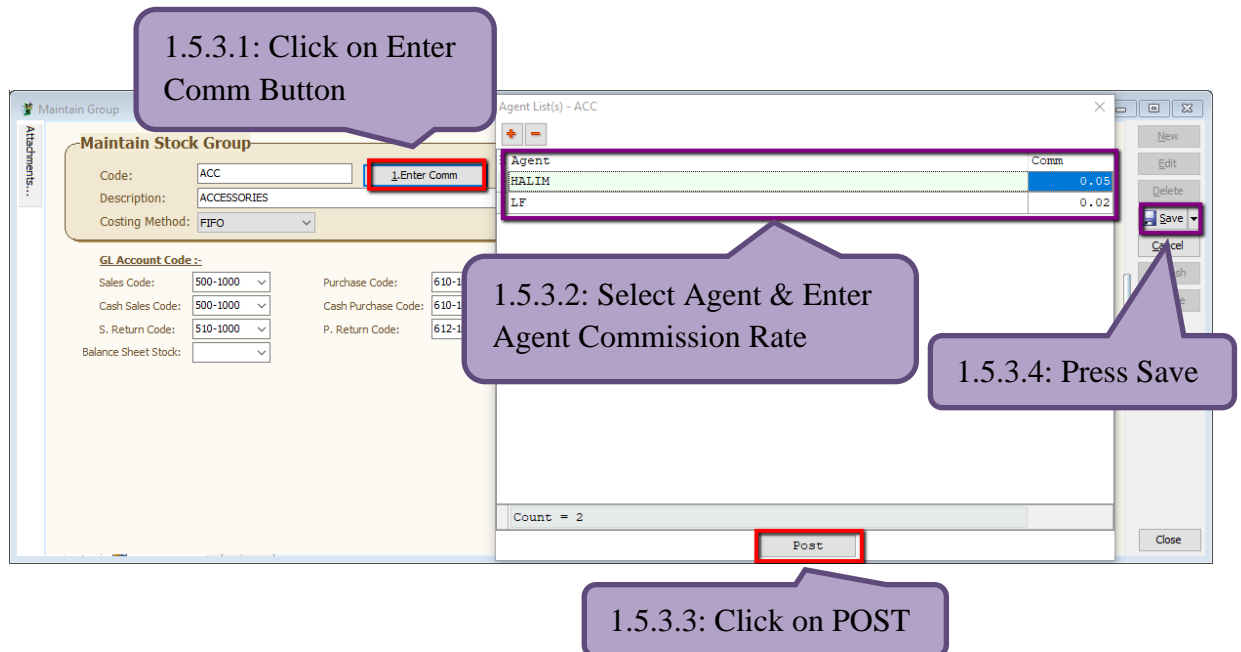
1.5.1 Project Information

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 2800 * 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



The screenshot shows the 'Maintain Stock Group' window with the following details:

- Code: ACC
- Description: ACCESSORIES
- Costing Method: FIFO
- GL Account Code: Sales Code: 500-1000, Cash Sales Code: 500-1000, S. Return Code: 510-1000, Balance Sheet Stock: (empty)
- Purchase Code: 610-1, Cash Purchase Code: 610-1, P. Return Code: 612-1

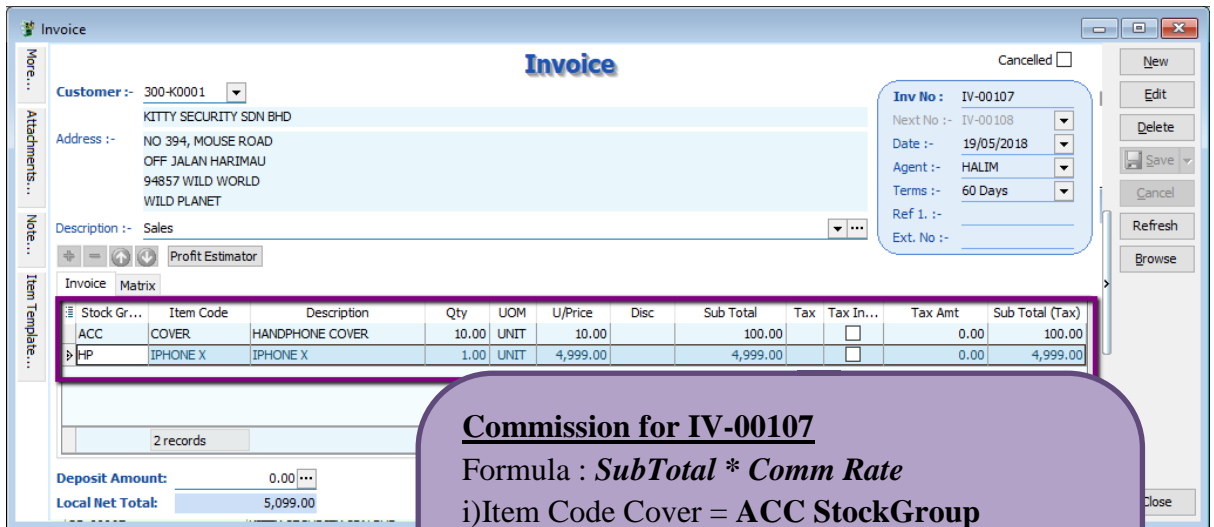
The 'Agent List(s) - ACC' window shows a table with the following data:

Agent	Comm
HALIM	0.05
LP	0.02

Callouts in the image indicate the following steps:

- 1.5.3.1: Click on Enter Comm Button (pointing to the 'Enter Comm' button in the 'Maintain Stock Group' window).
- 1.5.3.2: Select Agent & Enter Agent Commission Rate (pointing to the 'Agent' and 'Comm' columns in the 'Agent List(s) - ACC' window).
- 1.5.3.3: Click on POST (pointing to the 'Post' button at the bottom of the 'Agent List(s) - ACC' window).
- 1.5.3.4: Press Save (pointing to the 'Save' button in the 'Agent List(s) - ACC' window).

SQL Account COMMISSION CATALOGUE



Invoice

Customer: 300-K0001
KITTY SECURITY SDN BHD
Address: NO 394, MOUSE ROAD
OFF JALAN HARIMAU
94857 WILD WORLD
WILD PLANET

Description: Sales

Invoice Matrix

Stock Gr...	Item Code	Description	Qty	UOM	U/Price	Disc	Sub Total	Tax	Tax In...	Tax Amt	Sub Total (Tax)
ACC	COVER	HANDPHONE COVER	10.00	UNIT	10.00		100.00			0.00	100.00
HP	IPHONE X	IPHONE X	1.00	UNIT	4,999.00		4,999.00			0.00	4,999.00

Deposit Amount: 0.00
Local Net Total: 5,099.00

Commission for IV-00107

Formula : $SubTotal * Comm Rate$

i) Item Code Cover = ACC StockGroup

= RM 100 * 5%

= **RM 5**

ii) Item Code IPPHONE X = HP Stock Group

= RM 4999 * 1% =

= **RM 49.99**

Total Comm for this IV-00107 = RM 54.99

Date : From 01/05/2018 to 31/05/2018
Document : All
Company : All
Agent : All
Area : All
Currency : All
Incl Cancelled : No
Sort By : Agent;PostDate;DocNo

Collection Report As At 31/05/2018

19/05/18 12:03 PM

Hello Pretty Sdn Bhd (123456-S)

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Inv Date	Pay Date	Inv No	Pay No	Name	Amount (RM)	Age	Comm.
				HALIM	HALIM BIN AHMAD		
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 FAUNG		
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 YOKE		
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 ~