SQL Account®
COMMISSION CATALOGUE

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1. Salesman Commission

1.1 Calc Salesman Commission by Term

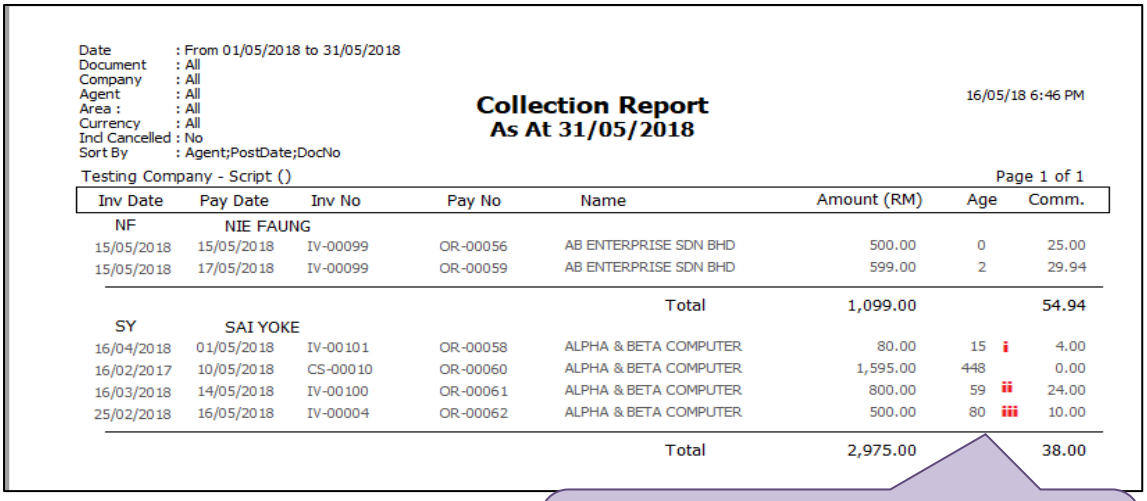
1.1.1 Project Information

ID	C00001
Introduction	Calculate commission by Term
Category	DIY Customization
Module Required	Salesman Commission Module
Price	RM 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



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Area : : All
Currency : All
Incl Cancelled : No
Sort By : Agent;PostDate;DocNo

Collection Report
As At 31/05/2018

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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

1.2 Calc Commission based on Profit Margin

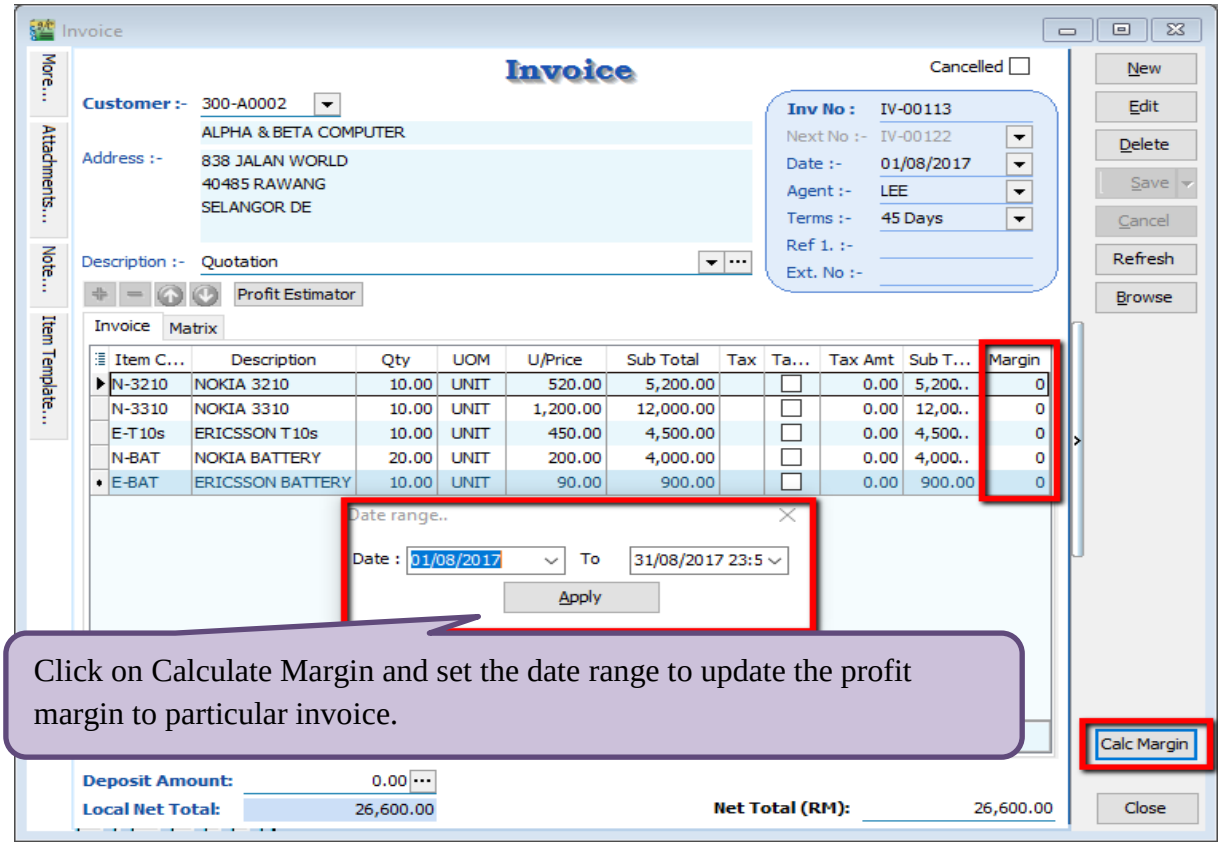
1.2.1 Project Information

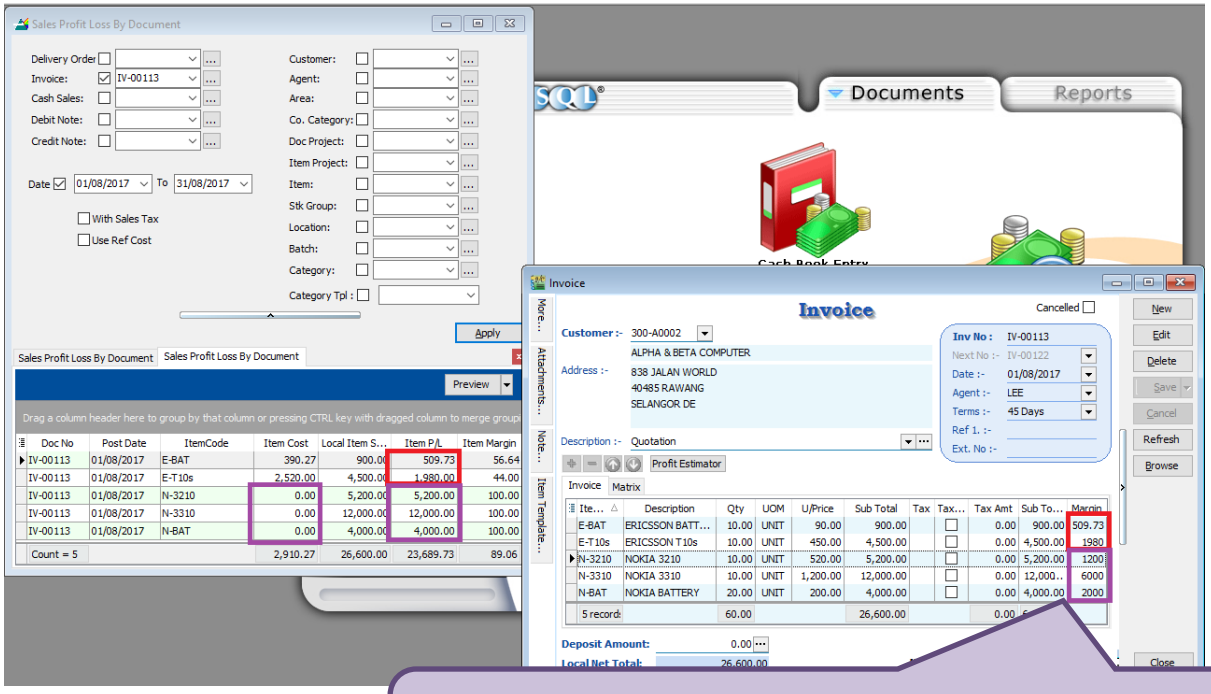
ID	C00002
Introduction	Calculate commission based on Margin Profit
Category	DIY Customization
Module Required	S&P Module, Salesman Commission Module, DIY Field(Include in Pro Set), DIY Script
Price	RM 2300 * Price range are subject to change depending on cost and complexity of customization.

1.2.2 Commission Rate

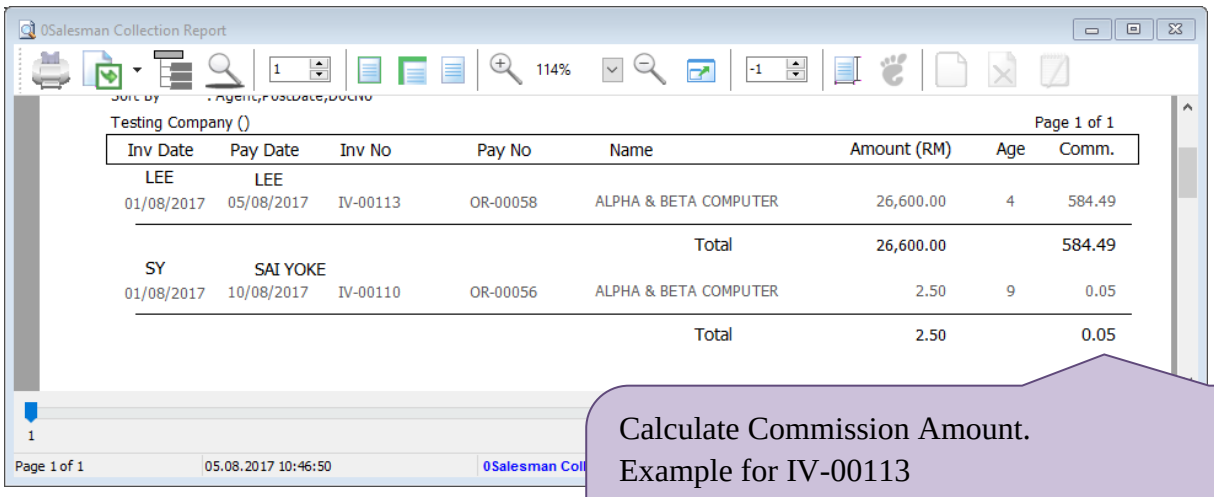
Term	Commission Rate
< 30	5%
< 60	3%
< 90	2%
>90	0.5%

1.2.3 Sample Screen





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.



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

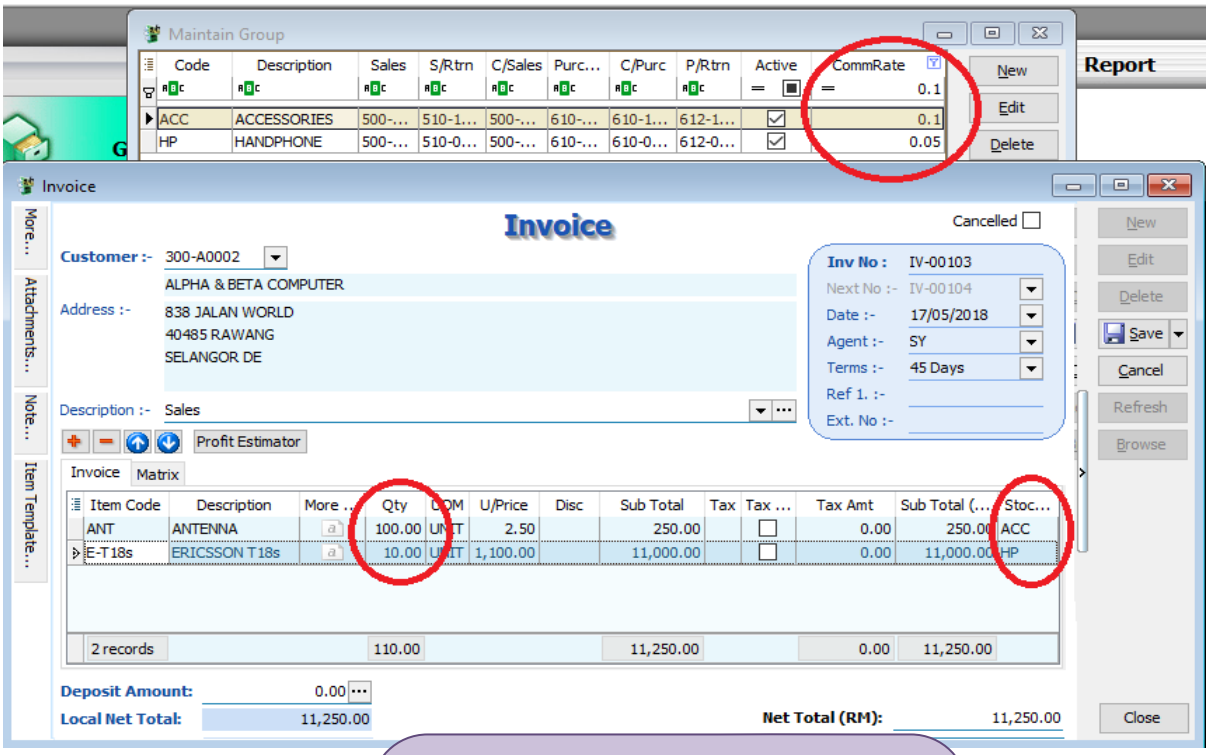
- **Stock Group Rate**

Stock Group	Commission Rate
HP	10%
ACC	0.5%

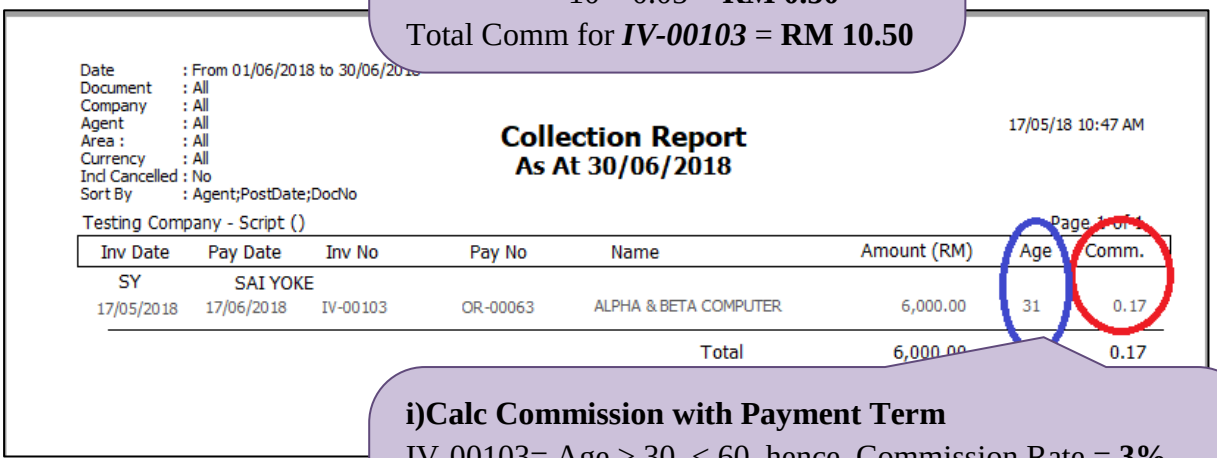
- **Term Rate**

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

1.3.3 Sample Screen



Commission Calculation
= ***Qty * Stock Group Comm Rate***
i) Ant Item = Qty * Comm Rate
= 100 * 0.1 = **RM 10**
ii) E-T18s = Qty * Comm Rate
= 10 * 0.05 = **RM 0.50**
Total Comm for ***IV-00103*** = **RM 10.50**



i)Calc Commission with Payment Term
IV-00103= Age > 30, < 60, hence, Commission Rate = **3%** ,
Total Comm = RM 10.50 * 3% = **RM 0.32**
ii)Partial Payment Partial Commission
Payment KO Amt / IV DocAmt * Comm Amt
= 6000 / 11250 * RM 0.32 = **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

1.4 Full Payment Full Commission

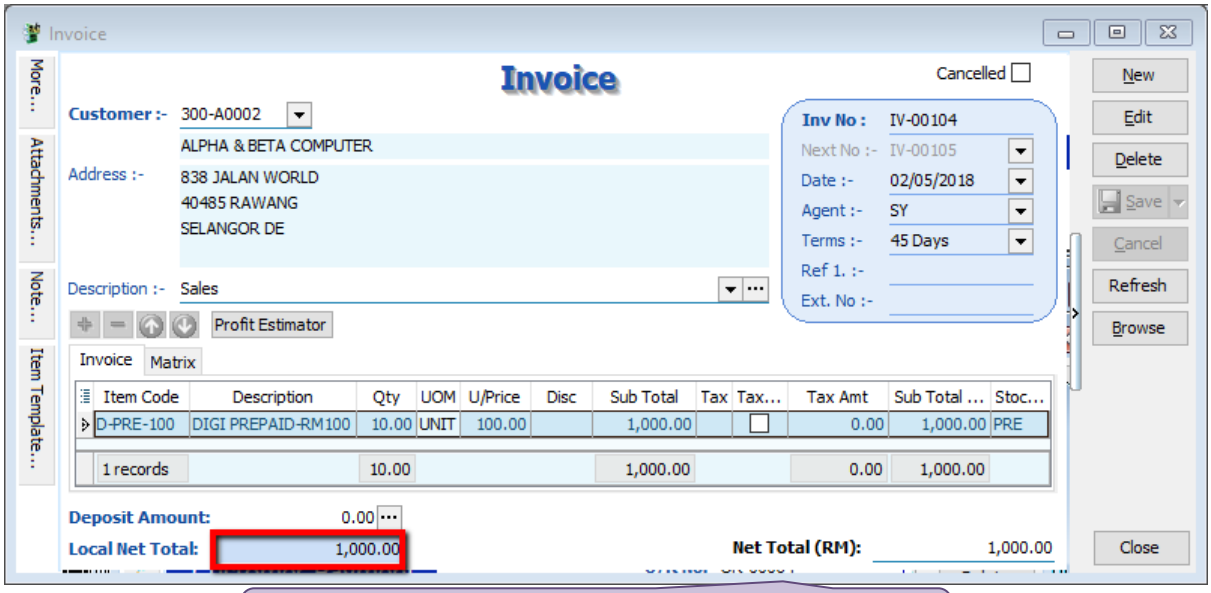
1.4.1 Project Information

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.

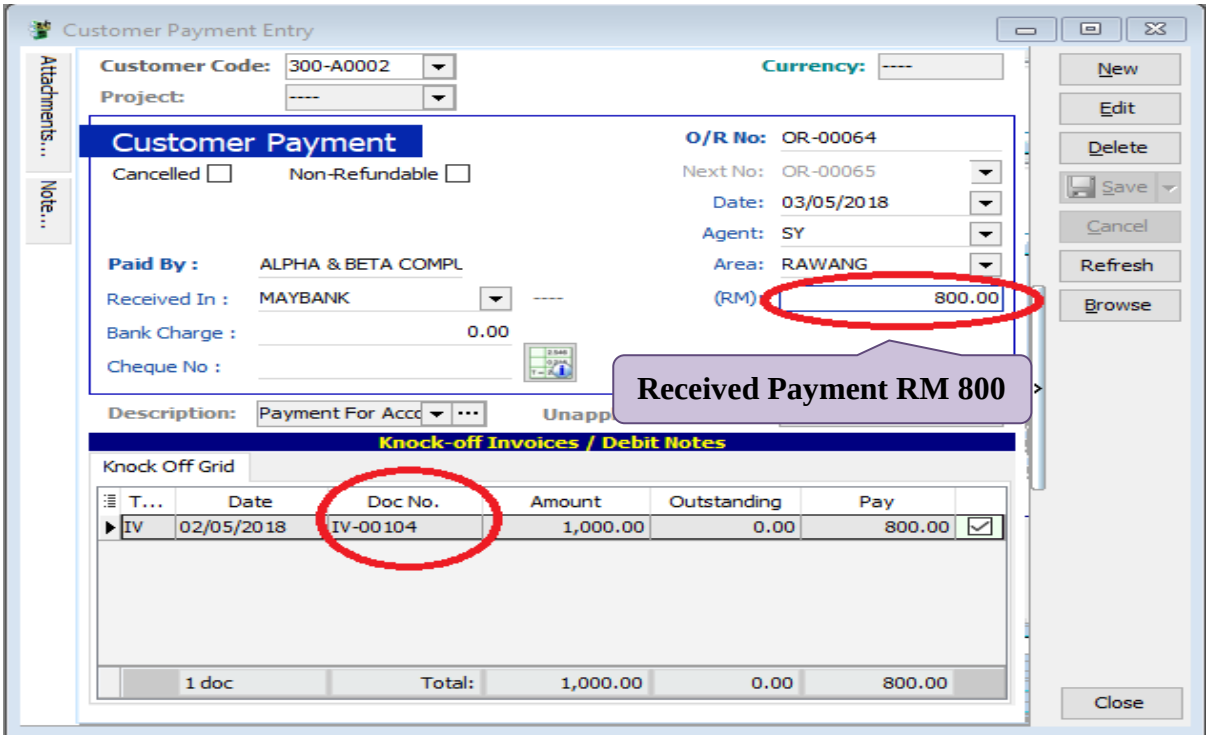
1.4.2 Commission Rate

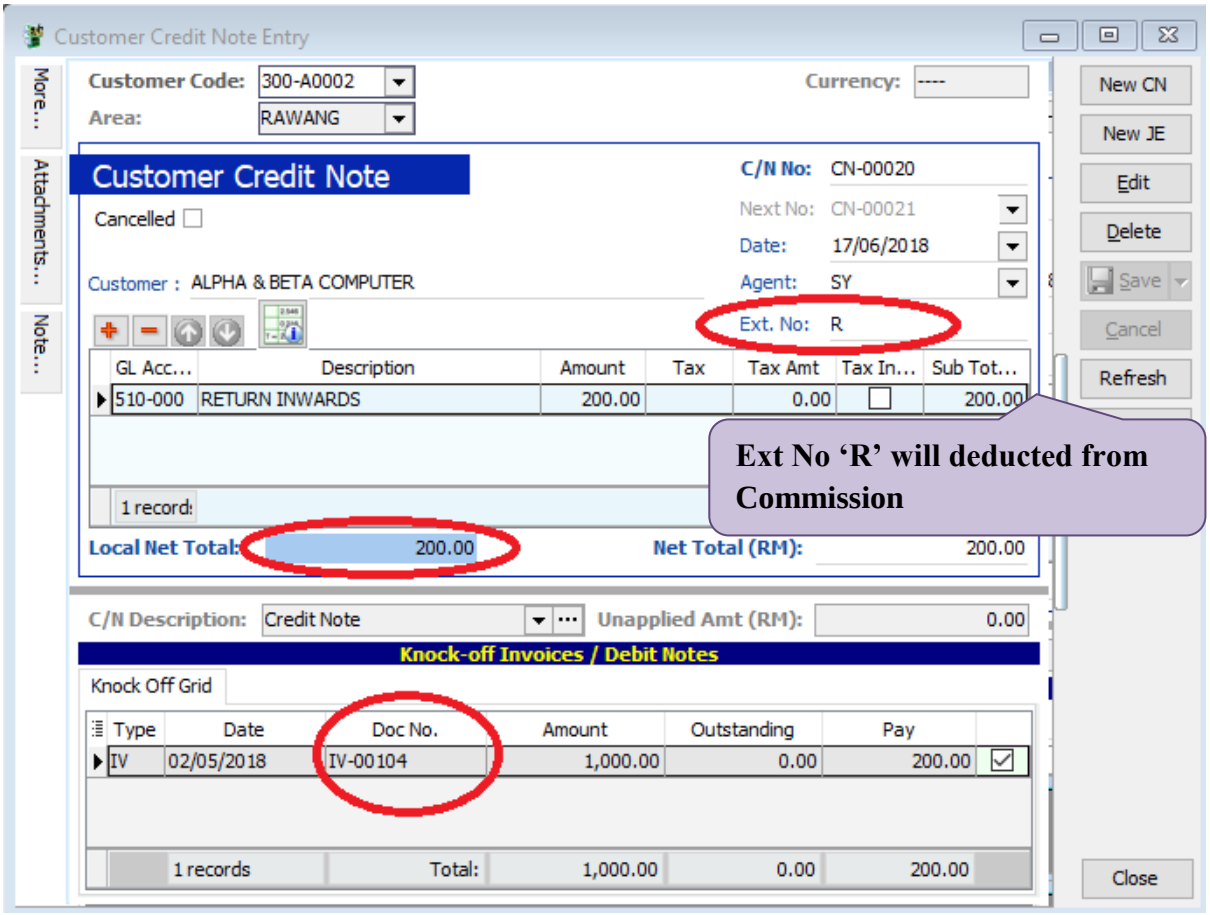
Term	Commission Rate
< 30	5%
< 60	3%
< 90	2%
>90	0%

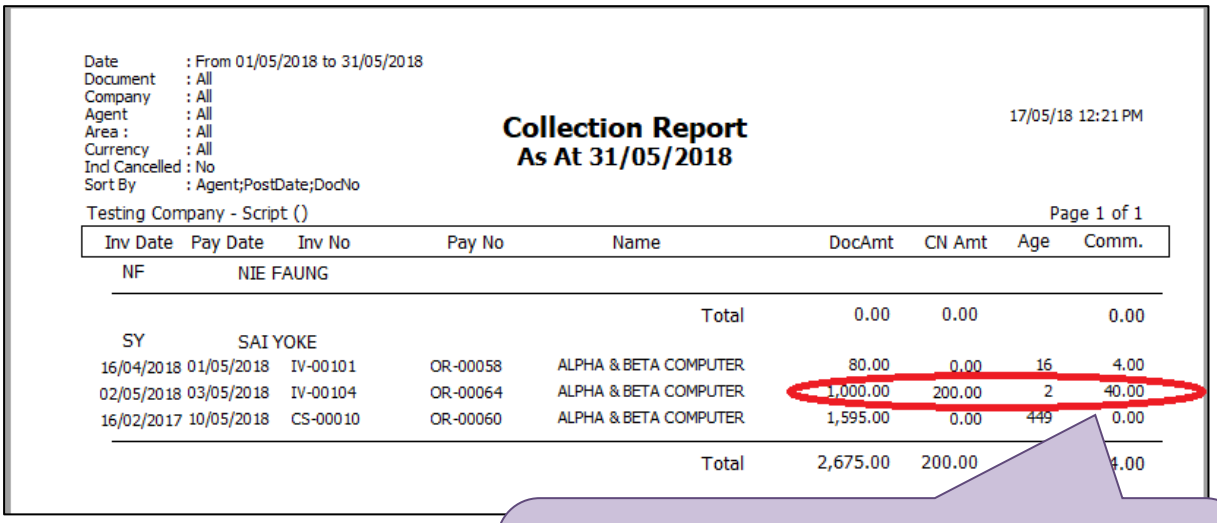
1.4.3 Sample Screen



Use DocAmt to Calculate Commission Amount


Customer Payment Entry
Customer Code: 300-A0002
Project:
Currency:
Customer Payment
Cancelled
Non-Refundable
O/R No: OR-00064
Next No: OR-00065
Date: 03/05/2018
Agent: SY
Area: RAWANG
Paid By : ALPHA & BETA COMPL
Received In : MAYBANK
Bank Charge : 0.00
Cheque No :
(RM) 800.00
Description: Payment For Acc
Received Payment RM 800
Knock-off Invoices / Debit Notes
Knock Off Grid
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
New
Edit
Delete
Save
Cancel
Refresh
Browse
Close


Customer Credit Note Entry
Customer Code: 300-A0002
Area: RAWANG
Currency:
Customer Credit Note
Cancelled
C/N No: CN-00020
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 0.00 200.00
1 record
Ext No 'R' will deducted from Commission
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
Knock Off Grid
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
New CN
New JE
Edit
Delete
Save
Cancel
Refresh
Close



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Agent : All
Area : : All
Currency : All
Incl Cancelled : No
Sort By : Agent;PostDate;DocNo

Collection Report
As At 31/05/2018

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Inv Date	Pay Date	Inv No	Pay No	Name	DocAmt	CN Amt	Age	Comm.
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.

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

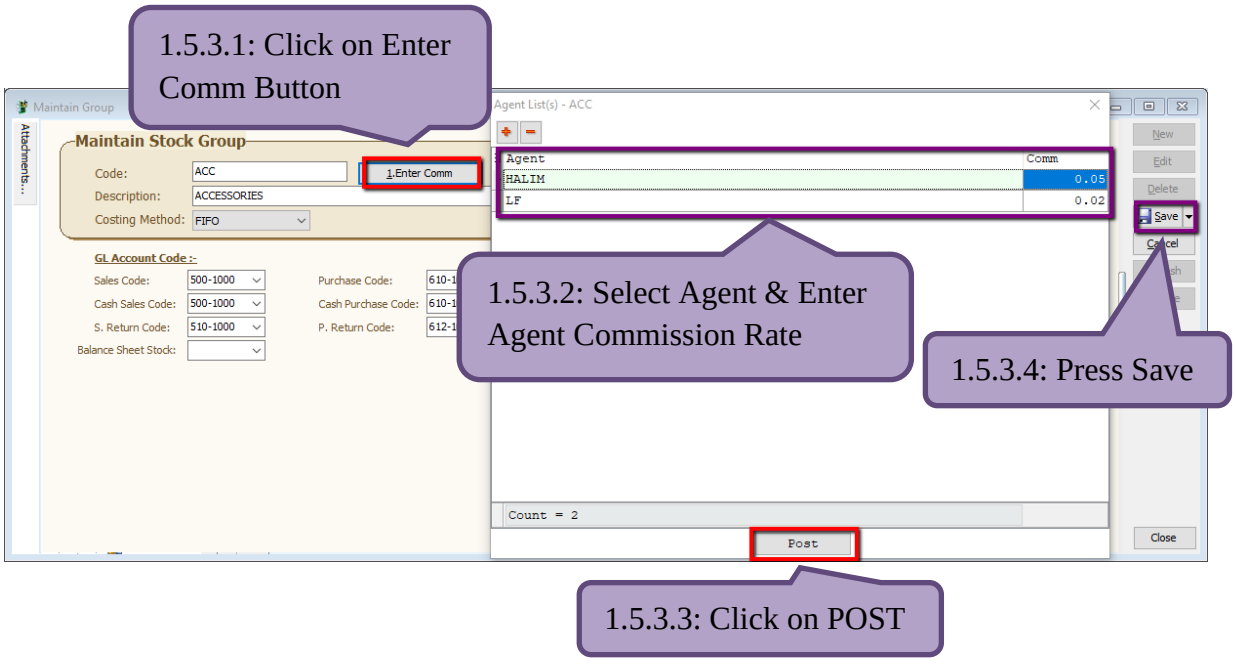
1.5.1 Project Information

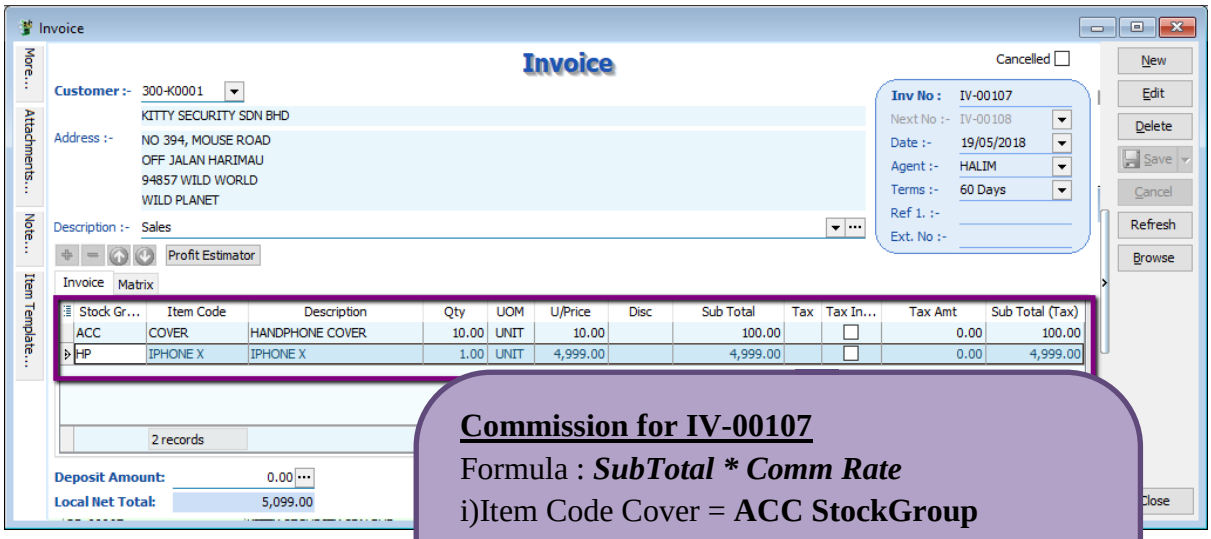
ID	C00004
Introduction	Calculate Commission with different Agent Different Stock Group different Commission Rate
Category	DIY Customization
Module Required	Salesman Commission Module, DIY Field(Include in Pro Set), DIY Script Module
Price	RM 2800 * Price range are subject to change depending on cost 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





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

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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 ~