

Entitlement Rate Maintenance

Entitlement Rate means the commission rate is to be based on the sales amount achieved either monthly, quarterly or yearly.

Go to *Sales Commission Report > Entitlement Rate Maintenance*,

To add a new entitlement rate, click on *New*,

Entitlement Rate Maintenance

Entitlement Rate Name : **1. Name the Entitlement**

☒ Active

Type : ☒ Monthly ☐ Quarterly ☐ Yearly

Start **2. Monthly: select a starting date; Quarterly/Yearly: select starting month and date.**

3. Click on '+' to add a new row

Entitlement Rate Details

<= Amount	Rate %
10,000.00	2.00
30,000.00	3.00
50,000.00	4.00

3. Key in the entitlement amount and commission rate. For my case, the rate will remain at 4% if the sales amount >50000.

Record 3 of 3

4. Click on Save

OK Cancel

Entitlement Rate Maintenance - Plug-Ins Sdn Bhd [Plug-Ins] - AutoCount Accounting (Ver: 1.3.2.19)

File G/L A/R A/P Inquiry Stock Sales Purchase Sales Commission Report Advanced Freight General Maintenance Tools Window Help

Entitlement Rate Maintenance

Hint: You can create new, edit and delete details of Entitlement Rate.

New Edit Delete Refresh

Drag a column header here to group by that column

Entitlement Rate Name	Type			Active
ENTITLE-1	Monthly	1	3	<input checked="" type="checkbox"/>

Record 1 of 1

<= Amount	Rate %
10000.00	2.0000
30000.00	3.0000
50000.00	4.0000

Record 3 of 3

Note: The rate % of entitlement can also be set from 0% to 100% when it is used together with Document Rate or Item Rate to form a commission plan. For example, for amount <= 100000, the entitlement is 100% (which means 100% of Document rate or Item rate), and for amount <=75000, the entitlement is 80%.... and so forth.

Payment Collection Rate Maintenance

Payment Collection Rate means the commission rate is to be based on the collection of the earlier issued invoices; basically the shorter the collection period the higher the commission rate.

Go to [Sales Commission Report > Payment Collection Rate Maintenance](#),

To add a new payment collection rate scheme, click on [New](#),

Payment Collection Rate Maintenance

Collection Rate Name : COLLECTION-1 name the scheme

☒ Active

Collection Rate Details

Click on '+' to add a new row

<= Collection Days	Rate %
30	100.00
60	50.00
90	0.00

E.g. John entitles to 3% commission of his January sales of 20000. If he collected the payment within 30 days, his commission will be 100% of 3% x 20000. If he took >30 days but not > 60 days, the commission will be 50% of 3% x 20000. If >60 days, no commission will be given.

Record 3 of 3

OK Cancel

Payment Collection Rate Maintenance - Plug-Ins Sdn Bhd [Plug-Ins] - AutoCount Accounting (Ver: 1.3.2.19)

File G/L A/R A/P Inquiry Stock Sales Purchase Sales Commission Report Advanced Freight General Maintenance Tools Window Help

Payment Collection Rate Maintenance

Hint: You can create new, edit and delete details of Payment Collection Rate.

New Edit Delete Refresh

Drag a column header here to group by that column

Collection Rate Name	Active
COLLECTION-1	<input checked="" type="checkbox"/>

Record 1 of 1

<= Collection Days	Rate %
30	100.00
60	50.00
90	0.00

Record 1 of 3

Sales Document Rate Maintenance

Sales Document Rate means the commission rate is to be based on the total amount of each sales document (e.g. Invoice, Cash Sale...).

Go to *Sales Commission Report > Sales Document Rate Maintenance*,

To add a new payment collection rate scheme, click on *New*,

Sales Document Rate Maintenance

Document Rate Name : DocumentRate-1 1. Name the scheme

☒ Active

Document Rate Details

+ 2. Click on '+' to add a new row

<= Amount	Rate1	Rate2	Rate3
1,000.00	1.0000	1.2000	1.3000
2,000.00	2.0000	2.2000	2.3000
5,000.00	3.0000	3.2000	3.3000

The rate value here (up to 3 category) could be 3% OR RM 3.00, depending on the setting in Commission Plan.

Record 3 of 3

OK Cancel

Sales Document Rate Maintenance - Plug-Ins Sdn Bhd [Plug-Ins] - AutoCount Accounting (Ver: 1.3.2.19)

File G/L A/R A/P Inquiry Stock Sales Purchase Sales Commission Report Advanced Freight **General Maintenance** Tools Window Help

Sales Document Rate Maintenance ?

Hint: You can create new, edit and delete details of Sales Document Rate.

New Edit Delete Refresh

Drag a column header here to group by that column

Sales Document Rate Name	Active
DocumentRate-1	<input checked="" type="checkbox"/>

Record 1 of 1

<= Amount	Rate1	Rate2	Rate3
1,000.00	1.0000	1.2000	1.3000
2,000.00	2.0000	2.2000	2.3000
5,000.00	3.0000	3.2000	3.3000

Record 1 of 3

Commission Item Rate Maintenance

Commission Item Rate means the commission rate is to be based on the sales of individual items. This means each item may have different rates of commission.

Go to *Sales Commission Report > Commission Item Rate Maintenance*,

Commission Item Rate Maintenance - Plug-Ins Sdn Bhd [Plug-Ins] - AutoCount Accounting (Ver: 1.3.2.19)

File G/L A/R A/P Inquiry Stock Sales Purchase Sales Commission Report Advanced Freight General Maintenance Tools Window Help

Commission Item Rate Maintenance

Hint: You can create new, edit and delete details of Commission Item Rate.

Edit Filter Type

☒ Item Code Filter by range from N50 to N95

☐ Item Type No filter

☐ Item Group No filter

1. Filter the related items by item code, item type, item group or any combination of these three.
In my case, I will list a range of items (the N series of N50 to N95).

2. Click on Edit

Drag a column header here to group by that column

Commission It...	Descripti...	Type	Rate1	Rate2	Rate3	Rate4	Rate5	Rate6	Rate7	Rate8	Rate9	Rate10	Rate11	Rate12	Active
Null		Item C...	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	<input checked="" type="checkbox"/>

Record 1 of 1

Commission Item Rate

Delete?	Commission Item	Description	UOM	Type	Default?	Active?	Rate1	Rate2	Rate3	Rate4	Rate5	Rate6	Rate7	Rate8	Rate9	Rate10	Rate11
<input type="checkbox"/>	Default			Item Code	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
<input checked="" type="checkbox"/>	N95	NOKIA N95	PCS	Item Code	<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
<input checked="" type="checkbox"/>	N73	NOKIA N73	PCS	Item Code	<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
<input type="checkbox"/>	N8800	NOKIA 8800	PCS	Item Code	<input type="checkbox"/>	<input checked="" type="checkbox"/>	5.0000	4.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
<input type="checkbox"/>	N50	NOKIA E50	PCS	Item Code	<input type="checkbox"/>	<input checked="" type="checkbox"/>	5.0000	4.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
<input type="checkbox"/>	N70	NOKIA N70	PCS	Item Code	<input type="checkbox"/>	<input checked="" type="checkbox"/>	4.0000	3.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
<input type="checkbox"/>	N80	NOKIA N80	PCS	Item Code	<input type="checkbox"/>	<input checked="" type="checkbox"/>	4.0000	3.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
<input type="checkbox"/>	N93	NOKIA N93	PCS	Item Code	<input type="checkbox"/>	<input checked="" type="checkbox"/>	4.0000	3.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000
<input checked="" type="checkbox"/>	N91	NOKIA N91	PCS	Item Code	<input type="checkbox"/>	<input checked="" type="checkbox"/>	4.0000	3.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000

Record 9 of 9

Type: ☒ Item Code ☐ Default ☐ Delete?

Commission Item: N91 UOM: PCS

☒ Active

Rate1: 4.0000 Rate4: 0.0000 Rate7: 0.0000 Rate10: 0.0000

Rate2: 3.0000 Rate5: 0.0000 Rate8: 0.0000 Rate11: 0.0000

Rate3: 0.0000 Rate6: 0.0000 Rate9: 0.0000 Rate12: 0.0000

Those items checked under 'Delete?' and unchecked under 'Active?' will not be listed as commission item, and vice-versa.

The 1st row (Default) to be used as default rates for those commission items where rates are remained 0.0000

You may maintain up to 12 rates (values) and make use of formula in Commission Plan.

Click on OK.

OK

Commission Item Rate

Delete?	Commission...	Description	UOM	Type	Default?	Active?	Rate1	Rate2	R
<input checked="" type="checkbox"/>	Default			Item Code	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	0.0000	0.0000	0
<input checked="" type="checkbox"/>	N50	NOKIA E50	PCS	Item Code	<input type="checkbox"/>	<input checked="" type="checkbox"/>	900.0000	0.0000	0
<input type="checkbox"/>	N70	NOKIA N70	PCS	Item Code	<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.0000	0
<input type="checkbox"/>	N73						0.0000	0.0000	0
<input type="checkbox"/>	N80						0.0000	0.0000	0
<input checked="" type="checkbox"/>	N8800						0.0000	0.0000	0
<input checked="" type="checkbox"/>	N91	NOKIA N91	PCS	Item Code	<input type="checkbox"/>	<input type="checkbox"/>	0.0000	0.0000	0

For example: I can set a formula for Item N50, so that whatever sales amount exceeded 900.00 (Rate1) will be the commission.
e.g. $(\$UnitPrice - \$ItemRate1) * \$Qty$

Commission Item Rate Maintenance - Plug-Ins Sdn Bhd [Plug-Ins] - AutoCount Accounting (Ver: 1.3.2.19)

File G/L A/R A/P Inquiry Stock Sales Purchase Sales Commission Report Advanced Freight General Maintenance Tools Window Help

Commission Item Rate Maintenance

Hint: You can create new, edit and delete details of Commission Item Rate.

Edit Filter Type

☒ Item Code Filter by range from N50 to N95

☐ Item Type No filter

☐ Item Group No filter

Edit

Delete Refresh

Drag a column header here to group by that column

Commission It...	Descripti...	Type	Rate1	Rate2	Rate3	Rate4	Rate5	Rate6	Rate7	Rate8	Rate9	Rate10	Rate11	Rate12	Active
Null		Item C...	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	<input checked="" type="checkbox"/>
Default		Item C...	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	<input checked="" type="checkbox"/>
N8800	NOKIA 8800	Item C...	5.0000	4.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	<input checked="" type="checkbox"/>
N50	NOKIA E50	Item C...	5.0000	4.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	<input checked="" type="checkbox"/>
N70	NOKIA N70	Item C...	4.0000	3.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	<input checked="" type="checkbox"/>
N80	NOKIA N80	Item C...	4.0000	3.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	<input checked="" type="checkbox"/>
N93	NOKIA N93	Item C...	4.0000	3.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	<input checked="" type="checkbox"/>
N91	NOKIA N91	Item C...	4.0000	3.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	0.0000	<input checked="" type="checkbox"/>

Record 1 of 8

Commission Plan Maintenance

Commission Plan Maintenance is the most important part of this commission Plug-Ins. Here you may maintain several commission plans to calculate commission in different combinations for various type of sales agents.

Go to *Sales Commission Report > Commission Plan Maintenance*,

To add a new commission plan, click on *New*,

To add a new payment collection rate scheme, click on *New*,

Commission Plan Maintenance

Commission Plan : 12a BSD Full SDocRate CRate

Payment Type : Full Payment

Commission Calculation Type : By Sales Document

Entitlement Rate :

Payment Collection Rate : COLLECTION-1

Sales Document Rate : DocumentRate-1

Formula I (\$TotalSalesCommission) : \$SalesDocTotal*\$SalesDocRate1

Available Variable: \$SalesDocTotal, \$SalesDocRate1, \$SalesDocRate2, \$SalesDocRate3

Formula II : \$Payment/\$SalesDocTotal*\$TotalSalesCommission*\$CollectionRate

Available Variables: \$TotalSalesCommission, \$Payment, \$SalesDocTotal, \$CollectionRate

☒ Active

OK Cancel

Default Formula I
Default Formula II

Step 1: choose the Commission Calculation Type (then decide on the combination option) - this will determine Formula 1

Step 2: pick a Payment Type (then decide on the option) - this will determine Formula 2

Possible Commission Plan Combinations

Generally, it is all about 2 formulas:

Formula 1: to calculate Total Sales Commission a sales agent entitled to. Basically, Total Sales Commission = Total Sales x Commission Rate.

There are 2 ways to determine Total Sales amount entitled for commission calculation, each has 4 options of 'commission Rate':

- (1) **By Sales Document** (means to use the bill's total amount, all items are counted). There are 4 options for Commission Rate:
 - a. Using a flat rate, regardless of Sales amount;
 - b. Using a pre-maintained Sales Document Rate
 - c. Using a pre-maintained Entitlement Rate;
 - d. Using both pre-maintained Sales Document Rate and Entitlement Rate.
- (2) **By Item** (means to use the item's subtotal amount, not all items are counted). There are 4 options for Commission Rate:
 - a. Using a flat rate, regardless of Sales amount;
 - b. Using a pre-maintained Item Rate;
 - c. Using a pre-maintained Entitlement Rate;
 - d. Using both pre-maintained Item Rate and Entitlement Rate.

Formula 2: continue from Formula 1, this Formula will determine how much commission is finally earned. There are 3 ways:

- (1) **By Sales** (Commission is considered earned when sales took place, regardless of collection and payment; In this case, the Total Sales Commission calculated from Formula 1 is the same as Earned Commission, there for, Formula 2 is not needed.
- (2) **Fully Payment** (commission is earned only when full payment has been received). There are 2 possibilities:
 - a. Normal Full Payment.... not depending on collection period;
 - b. Full Payment + Payment Collection Rate ... e.g. if the full payment is collected within 30 days, the earned commission will be 100% of Total Sales Commission; longer than 30 days the earned commission will reduce to 50% or even 0%..)
- (3) **Partial Payment** (commission is earned even only partial payment has been received). There are 2 possibilities:
 - a. Normal Partial Payment.... not depending on collection period;
 - b. Partial Payment + Payment Collection Rate ... e.g. if the partial payment is collected within 30 days, the earned commission will be 100% of the proportioned Sales Commission; longer than 30 days the earned commission will reduce to 50% or even 0%..)

* The flexibility is that you may set any rate deemed appropriate and make use of formula to rationalise it, especially when combining Entitlement Rate with Sales Document Rate or Item Rate.

<div>Formula 1</div> <div>calculate <i>\$TotalSalesCommission</i></div> <div>choose the <i>Commission Calculation Type</i>, either By Sales Document or By Item</div>	<div>Formula 2</div> <div>calculate final <i>Earned Commission</i></div> <div>depends on <i>Payment Type</i>, either By Sales, Partial Payment or Full Payment</div>																																												
<div>By Sales Document (based on bill's total) 4 options:</div> <div><div>1 - Using Flat Rate</div><div><div>$\\$SalesDocTotal * 2.5/100$ e.g. 3,000 x 2.5/100 = 75.00</div><div>$\\$SalesDocTotal * 0.04$ e.g. 3,000 x 0.04 = 120.00</div><div>$\\$SalesDocTotal * 3/1000$ e.g. 3,000 x 3/1000 = 9.00</div></div></div> <div><div>2 - Using Sales Document Rate</div><table><tr><th>Amount <=</th><th>Rate1</th><th>Rate2</th><th>Rate3</th></tr><tr><td>1,000</td><td>1.0</td><td>1.2</td><td>1.3</td></tr><tr><td>2,000</td><td>2.0</td><td>2.2</td><td>2.3</td></tr><tr><td>5,000</td><td>3.0</td><td>3.2</td><td>3.3</td></tr></table><div>$\\$SalesDocTotal * \\$SalesDocRate2/10$ e.g. 3,000 x 3.2/10 = 960.00</div><div>$\\$SalesDocTotal * \\$SalesDocRate2/100$ e.g. 3,000 x 3.2/100 = 96.00</div><div>$\\$SalesDocTotal * \\$SalesDocRate2/1000$ e.g. 3,000 x 3.2/100 = 9.60</div></div> <div><div>3 - Using Entitlement Rate</div><table><tr><th>Monthly <=</th><th>Rate %</th></tr><tr><td>10,000</td><td>2</td></tr><tr><td>30,000</td><td>3</td></tr><tr><td>50,000</td><td>4</td></tr></table><div>$\\$SalesDocTotal$ e.g. 3,000 x 2% = 60.00</div></div> <div><div>4 - Using Sales Document Rate + Entitlement Rate</div><div>$\\$SalesDocTotal * \\$SalesDocRate1$ e.g. 3,000 x 3.0 x 2% = 180.00</div><div>$\\$SalesDocTotal * \\$SalesDocRate1$ e.g. 3,000 x 3.0/100 x 80% = 72.00 (if entitlement rate set to 80%)</div></div>	Amount <=	Rate1	Rate2	Rate3	1,000	1.0	1.2	1.3	2,000	2.0	2.2	2.3	5,000	3.0	3.2	3.3	Monthly <=	Rate %	10,000	2	30,000	3	50,000	4	<div>By Sales</div> <div>No calculation/formula needed. F2 is barred. Earned Commission = \$TotalSalesCommission (not depending on collection)</div> <div>Full Payment (earned only after full payment)</div> <div><div>1 – Normal Full Payment</div><div>$\\$Payment / \\$SalesDocTotal * \\$TotalSalesCommission$ e.g. 3,000/3,000 * 96.00 = 96.00 (assuming \$TotalSalesCommission is 96.00)</div></div> <div><div>2 – Full Payment + Payment Collection Rate</div><div>$\\$Payment / \\$SalesDocTotal * \\$TotalSalesCommission * \\$CollectionRate$ e.g. 3,000/3,000 * 96.00 * 50% = 48.00 (assuming \$TotalSalesCommission is 96.00, and \$CollectionRate is 50%)</div></div> <div>Partial Payment (earned before full payment)</div> <div><div>1 – Normal Partial Payment</div><div>$\\$Payment / \\$SalesDocTotal * \\$TotalSalesCommission$ e.g. 1,500/3,000 * 96.00 = 48.00 (assuming \$TotalSalesCommission is 96.00)</div></div> <div><div>2 – Partial Payment + Payment Collection Rate</div><div>$\\$Payment / \\$SalesDocTotal * \\$TotalSalesCommission * \\$CollectionRate$ e.g. 1,500/3,000 * 96.00 * 50% = 24.00 (assuming \$TotalSalesCommission is 96.00, and \$CollectionRate is 50%)</div></div>																				
Amount <=	Rate1	Rate2	Rate3																																										
1,000	1.0	1.2	1.3																																										
2,000	2.0	2.2	2.3																																										
5,000	3.0	3.2	3.3																																										
Monthly <=	Rate %																																												
10,000	2																																												
30,000	3																																												
50,000	4																																												
<div>By Item (based on item's subtotal) 4 options:</div> <div><div>1 - Using Flat Rate</div><div><div>$\\$SubTotal * 2.55/100$ e.g. 3,000 x 2.55/100 = 76.50</div><div>$\\$SubTotal * 0.04$ e.g. 3,000 x 0.04 = 120.00</div><div>$\\$SubTotal * 3/1000$ e.g. 3,000 x 3/1000 = 9.00</div></div></div> <div><div>2 - Using Item Rate</div><table><tr><th>Commission Ite...</th><th>Descripti...</th><th>Type</th><th>Rate1</th><th>Rate2</th><th>Rate3</th></tr><tr><td>Null</td><td></td><td>Item C...</td><td>0.0000</td><td>0.0000</td><td>0.0000</td></tr><tr><td>Default</td><td></td><td>Item C...</td><td>0.0000</td><td>0.0000</td><td>0.0000</td></tr><tr><td>N8800</td><td>NOKIA 8800</td><td>Item C...</td><td>5.0000</td><td>4.0000</td><td>0.0000</td></tr><tr><td>N50</td><td>NOKIA E50</td><td>Item C...</td><td>5.0000</td><td>4.0000</td><td>0.0000</td></tr><tr><td>N70</td><td>NOKIA N70</td><td>Item C...</td><td>4.0000</td><td>3.0000</td><td>0.0000</td></tr></table><div>$\\$SubTotal * \\$ItemRate2/100$ e.g. 3,000 x 4.0000/100 = 120.00</div><div>$\\$SubTotal * \\$ItemRate2/1000$ e.g. 3,000 x 4.0000/1000 = 12.00</div></div> <div><div>3 - Using Entitlement Rate</div><table><tr><th>Monthly <=</th><th>Rate %</th></tr><tr><td>10,000</td><td>2</td></tr><tr><td>30,000</td><td>3</td></tr><tr><td>50,000</td><td>4</td></tr></table><div>$\\$SubTotal$ e.g. 3,000 x 2% = 60.00</div></div> <div><div>4 - Using Item Rate + Entitlement Rate</div><div>$\\$SubTotal * \\$ItemRate2/100$ e.g. 3,000 x 4/100 x 2% = 2.40</div><div>$\\$SubTotal * \\$ItemRate2/100$ e.g. 3,000 x 4/100 x 50% = 60.00 (if entitlement rate set to 50%)</div></div>	Commission Ite...	Descripti...	Type	Rate1	Rate2	Rate3	Null		Item C...	0.0000	0.0000	0.0000	Default		Item C...	0.0000	0.0000	0.0000	N8800	NOKIA 8800	Item C...	5.0000	4.0000	0.0000	N50	NOKIA E50	Item C...	5.0000	4.0000	0.0000	N70	NOKIA N70	Item C...	4.0000	3.0000	0.0000	Monthly <=	Rate %	10,000	2	30,000	3	50,000	4	
Commission Ite...	Descripti...	Type	Rate1	Rate2	Rate3																																								
Null		Item C...	0.0000	0.0000	0.0000																																								
Default		Item C...	0.0000	0.0000	0.0000																																								
N8800	NOKIA 8800	Item C...	5.0000	4.0000	0.0000																																								
N50	NOKIA E50	Item C...	5.0000	4.0000	0.0000																																								
N70	NOKIA N70	Item C...	4.0000	3.0000	0.0000																																								
Monthly <=	Rate %																																												
10,000	2																																												
30,000	3																																												
50,000	4																																												
<div>$\\$SubTotal$ = item's subtotal $\\$Qty * \\$UnitPrice$ = same as item's subtotal but excluding discount.</div>																																													

Sample Commission Plan 1:

- Calculate commission based on: Sales Document Bill Total
- Using a flat commission rate for any sales amount
- Commission is paid By Sales (as long as Sales Document is issued, not depending on collection).

Commission Plan Maintenance

Commission Plan : 01_BSD_BS

Payment Type : By Sales

Commission Calculation Type : By Sales Document

Entitlement Rate :

Payment Collection Rate :

Sales Document Rate :

Formula I (\$TotalSalesCommission) $\$SalesDocTotal * 2.5 / 100$
Available Variables: \$SalesDocTotal

Formula II :
Available Variable: \$TotalSalesCommission, \$SalesDocTotal

☒ Active

OK Cancel Default Formula I Default Formula II

Sample Commission Plan 2:

- Calculate commission based on: Sales Document Bill Total
- Using a pre-maintained Sales Document Rate
- Commission is paid By Sales (as long as Sales Document is issued, not depending on collection)

Commission Plan Maintenance

Commission Plan : 02_BSD_BS_SDocRate

Payment Type : By Sales

Commission Calculation Type : By Sales Document

Entitlement Rate :

Payment Collection Rate :

Sales Document Rate : DocumentRate-1

Formula I (\$TotalSalesCommission) $\$SalesDocTotal * \$SalesDocRate2 / 10$
Available Variable: \$SalesDocTotal, \$SalesDocRate1, \$SalesDocRate2, \$SalesDocRate3

Formula II :
Available Variable: \$TotalSalesCommission, \$SalesDocTotal

☒ Active

OK Cancel Default Formula I Default Formula II

Sample Commission Plan 3:

- Calculate commission based on: Sales Document Bill Total
- Using a pre-maintained Monthly Entitlement Rate
- Commission is paid By Sales (as long as Sales Document is issued, not depending on collection)

Commission Plan Maintenance

Commission Plan : 03_BSD_BS_EntRate

Payment Type : By Sales

Commission Calculation Type : By Sales Document

Entitlement Rate : ENTITLE-1

Payment Collection Rate :

Sales Document Rate :

Formula I (\$TotalSalesCommission) $\$SalesDocTotal$
Available Variable: \$SalesDocTotal

Formula II :
Available Variable: \$TotalSalesCommission, \$SalesDocTotal

☒ Active

OK Cancel Default Formula I Default Formula II

Sample Commission Plan 4:

- Calculate commission based on: Sales Document Bill Total
- Using a pre-maintained Sales Document Rate and Monthly Entitlement Rate
- Commission is paid By Sales (as long as Sales Document is issued, not depending on collection)

Commission Plan Maintenance

Commission Plan : 04_BSD_BS_EntRate_SDocRate

Payment Type : By Sales

Commission Calculation Type : By Sales Document

Entitlement Rate : ENTITLE-1

Payment Collection Rate :

Sales Document Rate : DocumentRate-1

Formula I (\$TotalSalesCommission) $\$SalesDocTotal * \$SalesDocRate1$

Available Variable: \$SalesDocTotal, \$SalesDocRate1, \$SalesDocRate2, \$SalesDocRate3

Formula II :

Available Variable: \$TotalSalesCommission, \$SalesDocTotal

☒ Active

OK Cancel Default Formula I Default Formula II

Sample Commission Plan 5:

- Calculate commission based on: By Item subtotal
- Using a flat rate
- Commission is paid By Sales (as long as Sales Document is issued, not depending on collection)

Commission Plan Maintenance

Commission Plan : 05_BI_BS

Payment Type : By Sales

Commission Calculation Type : By Item

Entitlement Rate :

Payment Collection Rate :

Sales Document Rate :

Formula I (\$TotalSalesCommission) $\$SubTotal * 2.55 / 100$

Available Variable: \$SubTotal, \$Qty, \$NetProfit, \$UnitProfit, \$UnitPrice, \$RefPrice, \$RefCost, \$ItemRate1, \$ItemRate2, \$ItemRate3, \$ItemRate4, \$ItemRate5, \$ItemRate6, \$ItemRate7, \$ItemRate8, \$ItemRate9, \$ItemRate10, \$ItemRate11, \$ItemRate12

Formula II :

Available Variable: \$TotalSalesCommission, \$SalesDocTotal

☒ Active

OK Cancel Default Formula I Default Formula II

Sample Commission Plan 6:

- Calculate commission based on: By Item subtotal
- Using a pre-maintained Item Rate
- Commission is paid By Sales (as long as Sales Document is issued, not depending on collection)

Commission Plan Maintenance

Commission Plan : 06_BI_BS_ItemRate

Payment Type : By Sales

Commission Calculation Type : By Item

Entitlement Rate :

Payment Collection Rate :

Sales Document Rate :

Formula I (\$TotalSalesCommission) $\$SubTotal * \$ItemRate2 / 100$

Available Variable: \$SubTotal, \$Qty, \$NetProfit, \$UnitProfit, \$UnitPrice, \$RefPrice, \$RefCost, \$ItemRate1, \$ItemRate2, \$ItemRate3, \$ItemRate4, \$ItemRate5, \$ItemRate6, \$ItemRate7, \$ItemRate8, \$ItemRate9, \$ItemRate10, \$ItemRate11, \$ItemRate12

Formula II :

Available Variable: \$TotalSalesCommission, \$SalesDocTotal

☒ Active

OK Cancel Default Formula I Default Formula II

Sample Commission Plan 7:

- Calculate commission based on: By Item subtotal
- Using a pre-maintained Monthly Entitlement Rate
- Commission is paid By Sales (as long as Sales Document is issued, not depending on collection)

Commission Plan Maintenance

Commission Plan : 07_BI_BS_EntRate

Payment Type : By Sales

Commission Calculation Type : By Item

Entitlement Rate : ENTITLE-1

Payment Collection Rate :

Sales Document Rate :

Formula I (\$TotalSalesCommission) \$SubTotal

Available Variable: \$SubTotal, \$Qty, \$NetProfit, \$UnitProfit, \$UnitPrice, \$RefPrice, \$RefCost, \$ItemRate1, \$ItemRate2, \$ItemRate3, \$ItemRate4, \$ItemRate5, \$ItemRate6, \$ItemRate7, \$ItemRate8, \$ItemRate9, \$ItemRate10, \$ItemRate11, \$ItemRate12

Formula II :

Available Variable: \$TotalSalesCommission, \$SalesDocTotal

☒ Active

OK Cancel Default Formula I Default Formula II

Sample Commission Plan 8:

- Calculate commission based on: By Item subtotal
- Using a pre-maintained Item Rate and Monthly Entitlement Rate
- Commission is paid By Sales (as long as Sales Document is issued, not depending on collection)

Commission Plan Maintenance

Commission Plan : 08_BI_BS_ItemRate_EntRate

Payment Type : By Sales

Commission Calculation Type : By Item

Entitlement Rate : ENTITLE-1

Payment Collection Rate :

Sales Document Rate :

Formula I (\$TotalSalesCommission) \$SubTotal*\$ItemRate2/100

Available Variable: \$SubTotal, \$Qty, \$NetProfit, \$UnitProfit, \$UnitPrice, \$RefPrice, \$RefCost, \$ItemRate1, \$ItemRate2, \$ItemRate3, \$ItemRate4, \$ItemRate5, \$ItemRate6, \$ItemRate7, \$ItemRate8, \$ItemRate9, \$ItemRate10, \$ItemRate11, \$ItemRate12

Formula II :

Available Variable: \$TotalSalesCommission, \$SalesDocTotal

☒ Active

OK Cancel Default Formula I Default Formula II

Sample Commission Plan 9:

- Calculate commission based on: By Sales Document bill total
- Using a pre-maintained Sales Document Rate
- Commission is paid only when full payment is received, but not depending on payment collection date

Commission Plan Maintenance

Commission Plan : 12_BSD_Full_SDocRate

Payment Type : Full Payment

Commission Calculation Type : By Sales Document

Entitlement Rate :

Payment Collection Rate :

Sales Document Rate : DocumentRate-1

Formula I (\$TotalSalesCommission) \$SalesDocTotal*\$SalesDocRate2/10

Available Variable: \$SalesDocTotal, \$SalesDocRate1, \$SalesDocRate2, \$SalesDocRate3

Formula II :

\$Payment/\$SalesDocTotal*\$TotalSalesCommission

Available Variable: \$TotalSalesCommission, \$Payment, \$SalesDocTotal

☒ Active

OK Cancel Default Formula I Default Formula II

Sample Commission Plan 10:

- Calculate commission based on: By Sales Document bill total
- Using a pre-maintained Sales Document Rate
- Commission is paid only when full payment is received and also depending on payment collection date

The screenshot shows the 'Commission Plan Maintenance' dialog box. The 'Commission Plan' field is set to '12a_BSD_Full_SDocRate_CRate'. The 'Payment Type' is 'Full Payment'. The 'Commission Calculation Type' is 'By Sales Document'. The 'Entitlement Rate' is empty. The 'Payment Collection Rate' is 'COLLECTION-1'. The 'Sales Document Rate' is 'DocumentRate-1'. The 'Formula I' is '\$SalesDocTotal*\$SalesDocRate2/10'. The 'Formula II' is '\$Payment/\$SalesDocTotal*\$TotalSalesCommission*\$CollectionRate'. The 'Active' checkbox is checked. There are 'OK', 'Cancel', 'Default Formula I', and 'Default Formula II' buttons.

Commission Plan : 12a_BSD_Full_SDocRate_CRate

Payment Type : Full Payment

Commission Calculation Type : By Sales Document

Entitlement Rate :

Payment Collection Rate : COLLECTION-1

Sales Document Rate : DocumentRate-1

Formula I (\$TotalSalesCommission) \$SalesDocTotal*\$SalesDocRate2/10

Available Variable: \$SalesDocTotal, \$SalesDocRate1, \$SalesDocRate2, \$SalesDocRate3

Formula II : \$Payment/\$SalesDocTotal*\$TotalSalesCommission*\$CollectionRate

Available Variable: \$TotalSalesCommission, \$Payment, \$SalesDocTotal, \$CollectionRate

☒ Active

OK Cancel Default Formula I Default Formula II

Sample Commission Plan 11:

- Calculate commission based on: By Sales Document bill total
- Using a pre-maintained Sales Document Rate
- Commission is paid even though only partial payment is received but depending on payment collection date

The screenshot shows the 'Commission Plan Maintenance' dialog box. The 'Commission Plan' field is set to '13a_BSD_Full_SDocRate_CRate'. The 'Payment Type' is 'Partial Payment'. The 'Commission Calculation Type' is 'By Sales Document'. The 'Entitlement Rate' is empty. The 'Payment Collection Rate' is 'COLLECTION-1'. The 'Sales Document Rate' is 'DocumentRate-1'. The 'Formula I' is '\$SalesDocTotal*\$SalesDocRate2/10'. The 'Formula II' is '\$Payment/\$SalesDocTotal*\$TotalSalesCommission*\$CollectionRate'. The 'Active' checkbox is checked. There are 'OK', 'Cancel', 'Default Formula I', and 'Default Formula II' buttons.

Commission Plan : 13a_BSD_Full_SDocRate_CRate

Payment Type : Partial Payment

Commission Calculation Type : By Sales Document

Entitlement Rate :

Payment Collection Rate : COLLECTION-1

Sales Document Rate : DocumentRate-1

Formula I (\$TotalSalesCommission) \$SalesDocTotal*\$SalesDocRate2/10

Available Variable: \$SalesDocTotal, \$SalesDocRate1, \$SalesDocRate2, \$SalesDocRate3

Formula II : \$Payment/\$SalesDocTotal*\$TotalSalesCommission*\$CollectionRate

Available Variable: \$TotalSalesCommission, \$Payment, \$SalesDocTotal, \$CollectionRate

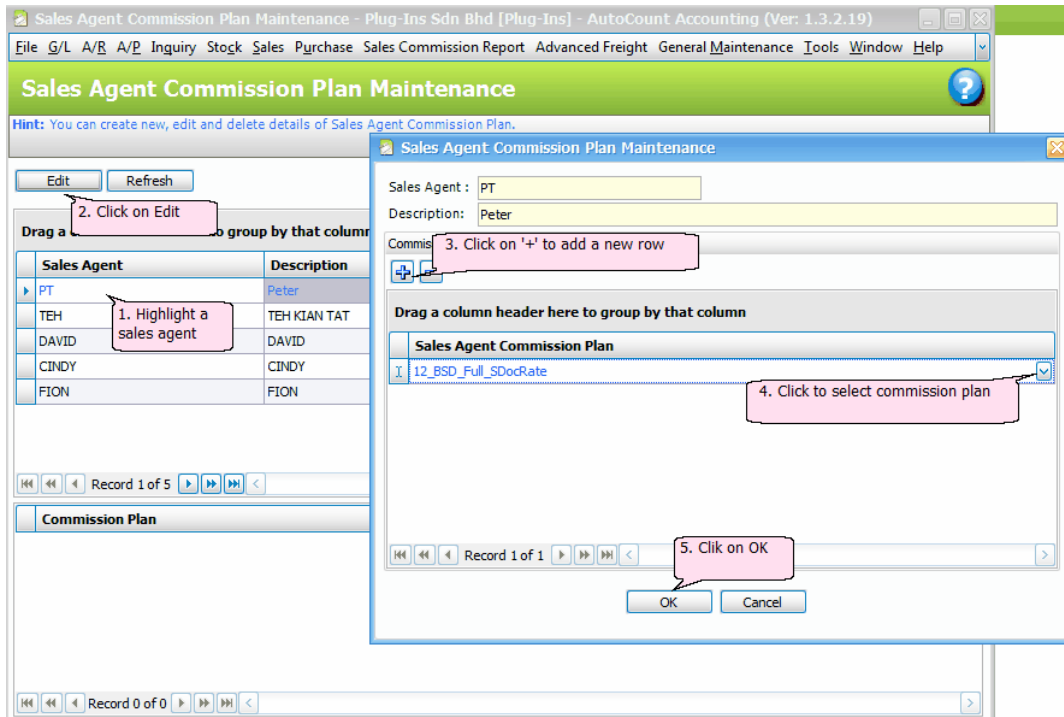
☒ Active

OK Cancel Default Formula I Default Formula II

Sales Agent Commission Plan Maintenance

Sales Agent Commission Plan Maintenance is used to assign commission plan(s) to each sales agent.

Go to *Sales Commission Report > Sales Agent Commission Plan Maintenance*,

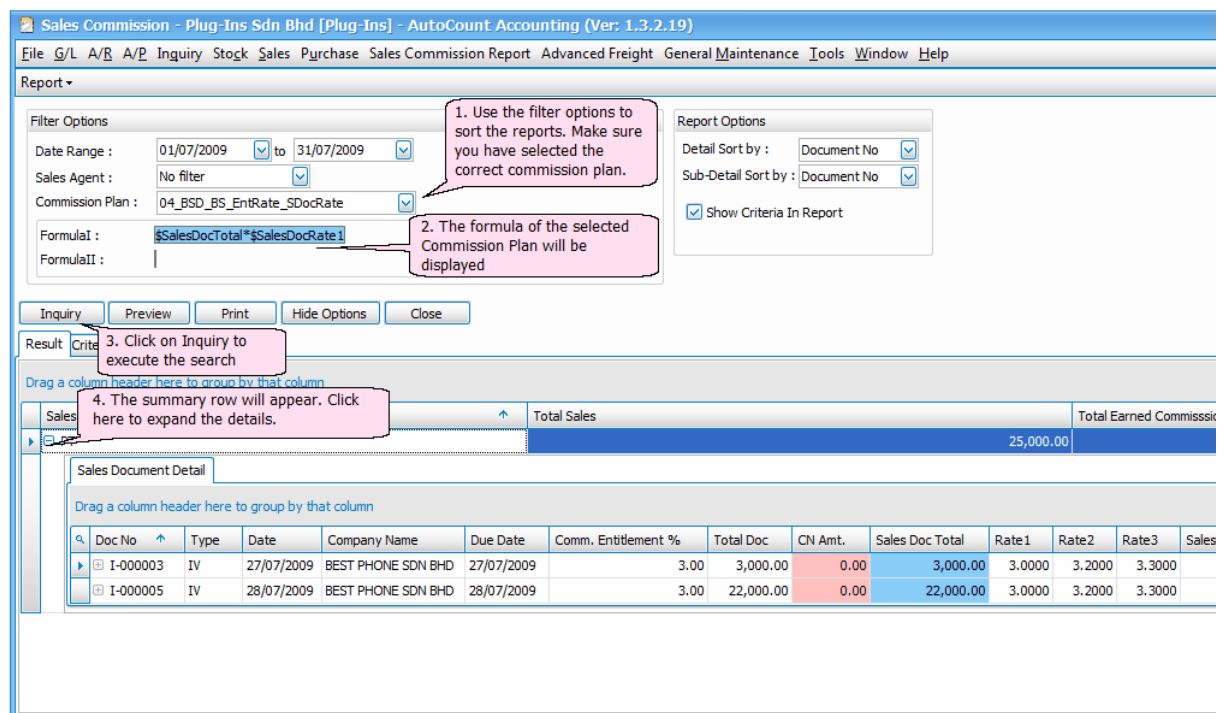


Sales Commission Report

[Top](#) [Previous](#) [Next](#)

Sales Commission Report provides details of commission entitled and earned. Before viewing this report, you need to add a few invoices or A/R Payment Received that contain commission.

Go to *Sales Commission Report > Sales Commission Report*,



Click on *Preview* to view the printing layout.

Date : 28/07/2009 05:29:18
User ID : ADMIN

Sales Commission By Sales and Sales Document

Plug-Ins Sdn Bhd (1234567-A) Page 1 of 1

Sales Agent : PT **Period** : 01/07/2009 to 31/07/2009
Agent Total Sales : 25,000.00
Total Earned Commission : 2,250.00

Sales Document Detail

Doc No	Type	Date	Company Name	Due Date	Comm. Entitlement %	Total Doc	CN Amt.	Sales Doc Total	Rate1	Rate2	Rate3	Sales Comm (Formula1)	Earned Comm
I-000003	IV	27/07/2009	BEST PHONE SDN BHD	27/07/2009	3.00	3,000.00	0.00	3,000.00	3.000000	3.200000	3.300000	270.00	270.00
Credit Note Detail													
CN Doc No	Date	Description	CN Amount										

Sales Document Detail

Doc No	Type	Date	Company Name	Due Date	Comm. Entitlement %	Total Doc	CN Amt.	Sales Doc Total	Rate1	Rate2	Rate3	Sales Comm (Formula1)	Earned Comm
I-000005	IV	28/07/2009	BEST PHONE SDN BHD	28/07/2009	3.00	22,000.00	0.00	22,000.00	3.000000	3.200000	3.300000	1,980.00	1,980.00
Credit Note Detail													
CN Doc No	Date	Description	CN Amount										

End of Report

Report Criteria
Filter Options: From Date: 7/1/2009
To Date: 7/31/2009
Sales Agent: No filter
Commission Plan: 04_BSD_BS_EntRate_SDocRate
Report Options: Detail Sort By: Document No
Sub-Detail Sort By: Document No

Issuing Invoice

When adding new Invoices, there is a new column called 'Show In Comm.Report'. If the checkbox is unchecked, the item will not be included in commission calculation,

Edit Invoice - [I-000003]

EditCopy InvoiceTransfer DocumentPaymentToolsWindow

Debtor300-B001

ToBEST PHONE SDN BHD

AddressNO 8, LORONG POKOK SAKAT
41100 KLANG
SELANGOR

Branch

☒ Allow to Transfer

Invoice NoI-000003

Date27/07/2009

Credit TermC.O.D.

Sales AgentPT

Ship via

Shipping Info

MainMore HeaderExternal LinkNote

Group TotalDiscount

Show Instant Info

Item Code	Description	Further Description	UOM	Qty	Proj. No.	Unit Price	Discount	SubTotal	Show In Comm. Report
N50	NOKIA E50	...	PCS	3		1,000.00		3,000.00	<input checked="" type="checkbox"/>
A002	STOCK ITEM A002	...	UNIT	1		200.00		200.00	<input type="checkbox"/>

Record 2 of 2

Total3,200.00

Net Total3,200.00

Outstanding:1,000.00

CurrencyRM

Rate1.000000

Local Net Total3,200.00

SaveSave & PreviewSave & PrintCancel

Credit Note

Credit Note Transferred From Invoice

When adding a Credit Note transferred from Invoices, commission will be deducted.

If the checkbox of 'Show In Comm. Report' is checked, the amount of commission to be deducted will be according to commission setting.

If it was unchecked, the commission amount will be deducted by:

$$\frac{\text{Total CN amount}}{\text{Total Invoice amount}} \times \text{Commission amount}$$

New Credit Note - [Next Possible No: CN-000002]

Debtor: 300-B001
 To: BEST PHONE SDN BHD
 Address: NO 8, LORONG POKOK SAKAT
 41100 KLANG
 SELANGOR
 Branch: [dropdown]

C/N No: <<New>>
 Date: 28/07/2009
 Credit Term: C.O.D.
 Sales Agent: PT
 C/N Type: [dropdown]
 Our Invoice No.: [text]

Group Total Discount

Item C...	Descrip...	Further Descrip...	U...	Retu...	Proj. ...	Unit P...	Unit C...	Disco...	Foc Unit ...	SubT...	Show In Comm. Rep...
I N50	NOKIA E50	...	PCS	<input checked="" type="checkbox"/>		3	1,000.00	0.0000		3,000.00	<input checked="" type="checkbox"/>

Record 1 of 1

Total: 3,000.00
 Net Total: 3,000.00
 Local Net Total: 3,000.00

Currency: RM Rate: 1.000000

☐ After save, proceed with new C/N

Save Save & Preview Save & Print Cancel

A/R Credit Note

Edit A/R Credit Note Entry - [CN-000002]

Debtor: 300-B001
 Journal Type: SALES
 CN Type: [dropdown] Ref.: [text] Ref. No. 2: [text] ☐ Is Credit Journal

Main External Links Note User Defined Field

☒ Show In Cc
 OR No.: 000001

1. click on User Defined Field

2. Check the checkbox of 'Show In Comm Report' and key in the relevant OR number.

Save Save & Preview Save & Print Cancel

[illegible]