

SQL Account Commission Catalogue



SQL Account® **COMMISSION** **CATALOGUE**

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 Testing Company - Script ()						Collection Report As At 31/05/2018		16/05/18 6:46 PM
						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	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	24.00	
25/02/2018	16/05/2018	IV-00004	OR-00062	ALPHA & BETA COMPUTER	500.00	80	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

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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 displays the 'Invoice' window in the SQL Account software. The 'Customer' field is set to '300-A0002' (ALPHA & BETA COMPUTER) with address '838 JALAN WORLD, 40485 RAWANG, SELANGOR DE'. The 'Description' is 'Quotation'. The 'Inv No' is 'IV-00113', 'Date' is '01/08/2017', 'Agent' is 'LEE', and 'Terms' are '45 Days'. A table of items is shown with columns: 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 'Date: 01/08/2017' and 'To: 31/08/2017 23:5'. A callout box points to the 'Calc Margin' button at the bottom right, stating: 'Click on Calculate Margin and set the date range to update the profit margin to particular invoice.'

Item C...	Description	Qty	UOM	U/Price	Sub Total	Tax	Ta...	Tax Amt	Sub T...	Margin
N-3210	NOKIA 3210	10.00	UNIT	520.00	5,200.00			0.00	5,200..	0
N-3310	NOKIA 3310	10.00	UNIT	1,200.00	12,000.00			0.00	12,00..	0
E-T10s	ERICSSON T10s	10.00	UNIT	450.00	4,500.00			0.00	4,500..	0
N-BAT	NOKIA BATTERY	20.00	UNIT	200.00	4,000.00			0.00	4,000..	0
E-BAT	ERICSSON BATTERY	10.00	UNIT	90.00	900.00			0.00	900.00	0

Deposit Amount: 0.00
Local Net Total: 26,600.00
Net Total (RM): 26,600.00

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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

Item	Description	Qty	UOM	U/Price	Sub Total	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 record		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.

OSalesman 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.

SQL Account

Commission Catalogue

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%

SQL Account Commission Catalogue

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...	✓	0.1
HP	HANDPHONE	500-...	510-0...	500-...	610-...	610-0...	612-0...	✓	0.05

Invoice

Customer :- 300-A0002
Address :- ALPHA & BETA COMPUTER
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 :-

Description :- Sales

Profit Estimator

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			0.00	250.00	ACC
E-T18s	ERICSSON T18s	a	10.00	UNIT	1,100.00		11,000.00			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 = **RM 10**

ii) E-T18s = Qty * Comm Rate

= 10 * 0.05 = **RM 0.50**

Total Comm for IV-00103 = **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

Collection Report
As At 30/06/2018

17/05/18 10:47 AM

Testing Company - Script ()

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% ,
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

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 the 'Invoice' window in the SQL Account software. The 'Customer' field is set to '300-A0002' with address 'ALPHA & BETA COMPUTER, 838 JALAN WORLD, 40485 RAWANG, SELANGOR DE'. The 'Inv No' is 'IV-00104' and the 'Date' is '02/05/2018'. The 'Description' is 'Sales'. Below this is a table with columns: Item Code, Description, Qty, UOM, U/Price, Disc, Sub Total, Tax, Tax..., Tax Amt, Sub Total..., and Stoc... The table contains one record: 'D-PRE-100 DIGI PREPAID-RM100' with a quantity of 10.00 and a sub-total of 1,000.00. At the bottom, the 'Local Net Total' is highlighted with a red box and shows '1,000.00'. The 'Net Total (RM)' is also '1,000.00'. A callout box points to the 'Local Net Total' field with the text 'Use DocAmt to Calculate Commission Amount'.

Use DocAmt to Calculate Commission Amount

SQL Account Commission Catalogue

Customer Payment Entry

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

Customer Payment

Cancelled ☐ Non-Refundable ☐

O/R No: OR-00064
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

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

Received Payment RM 800

Customer Credit Note Entry

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

Customer Credit Note

Cancelled ☐

C/N No: CN-00020
Next No: CN-00021
Date: 17/06/2018
Agent: SY
Ext. No: R

Customer: ALPHA & BETA COMPUTER

GL Acc...	Description	Amount	Tax	Tax Amt	Tax In...	Sub Tot...
510-000	RETURN INWARDS	200.00		0.00	☐	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

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

Ext No 'R' will deducted from Commission

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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									
Testing Company - Script ()								Page 1 of 1	
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.

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

1.5.3.1: Click on Enter Comm Button

1.5.3.2: Select Agent & Enter Agent Commission Rate

1.5.3.3: Click on POST

1.5.3.4: Press Save

The screenshot shows the 'Maintain Stock Group' window with fields for Code (ACC), Description (ACCESSORIES), and Costing Method (FIFO). A red box highlights the '1.Enter Comm' button. An 'Agent List(s) - ACC' window is open, showing a table with columns 'Agent' and 'Comm'. The table contains two rows: 'HALIM' with a commission rate of 0.05, and 'LP' with a commission rate of 0.02. A red box highlights the 'Save' button in the top right corner of the 'Agent List' window. At the bottom of the 'Agent List' window, a 'Post' button is highlighted with a red box. A 'Count = 2' label is visible at the bottom of the 'Agent List' window.

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Invoice

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

Description :- Sales

Inv No :- IV-00107
Next No :- IV-00108
Date :- 19/05/2018
Agent :- HALIM
Terms :- 60 Days
Ref 1 :-
Ext. No :-

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

2 records

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.
HALTM HALTM 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

SQL Account

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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

SQL Account

Commission Catalogue

1.6 Commission rate based on Target * 2024

1.6.1 Project Information

ID	C00005
Introduction	Calculate commission based on the target collection
Category	Report Builder(.rtm)
Module Required	Salesman Commission Module
Price	RM 1000 * Price range are subject to change depending on cost and complexity of customization.

1.6.2 Comm Rate

Target (RM)	Comm Rate
20,000	3%
20,001-50,000	5%
>50,000	8%

1.6.3 Print Screen

Date : From 01/06/2024 to 30/06/2024
 Document : All
 Company : All
 Agent : All
 Area : All
 Currency : All
 Incl Cancelled : No
 Sort By : Agent;PostDate;DocNo

Testing Company - gtech (200301008596 (611016-

Inv Date	Pay Date	Inv No	Pay No
----	----	DEFAULT AGENT	
15/06/2024	15/06/2024	CS-00001	CS-0000
16/06/2024	16/06/2024	CS-00002	CS-0000

Refer to Example Agent Ashley, total collection for the month is RM44,000, the table is fall in 5% Comm Rate.

**Comm = KO Amt * 5%
 = RM 12,000 * 5%
 = RM 600**

Ashley	Ashley	IV-00018	OR-00009	CASH SALES	44,000.00	12,000.00	5	600.00
19/06/2024	19/06/2024	IV-00019	OR-00010	EIGHT INFINITE CONCEPT	44,000.00	32,000.00	5	1,600.00
19/06/2024	25/06/2024							
Total					44,000.00			2,200.00
Gabriel	Gabriel	CS-00003	CS-00003	C ART TECHNOLOGY HUB	2,960.00	160.00	3	4.80
20/06/2024	20/06/2024	IV-00022	OR-00013	DREAM VILLA FURNITURE	2,960.00	2,800.00	3	84.00
20/06/2024	22/06/2024							
Total					2,960.00			88.80
Yuki	Yuki	IV-00001	OR-00004	THAI TEA TRADING	72,799.00	800.00	8	64.00
11/06/2024	15/06/2024	IV-00021	OR-00012	WOODY FURNITURE	72,799.00	8,999.00	8	719.92
19/06/2024	22/06/2024	IV-00020	OR-00011	C ART TECHNOLOGY HUB	72,799.00	15,000.00	8	1,200.00
19/06/2024	25/06/2024	IV-00023	OR-00014	THAI TEA TRADING	72,799.00	48,000.00	8	3,840.00
19/06/2024	29/06/2024							
Total					72,799.00			5,823.92

1.6.4 Summarize

SQL Account Commission Catalogue

- Generate Commission in *Customer Payment Listing Report*
- Target based on Collection for the month
- Different Agent can have different Commission Rate

Stay tune for more update ~