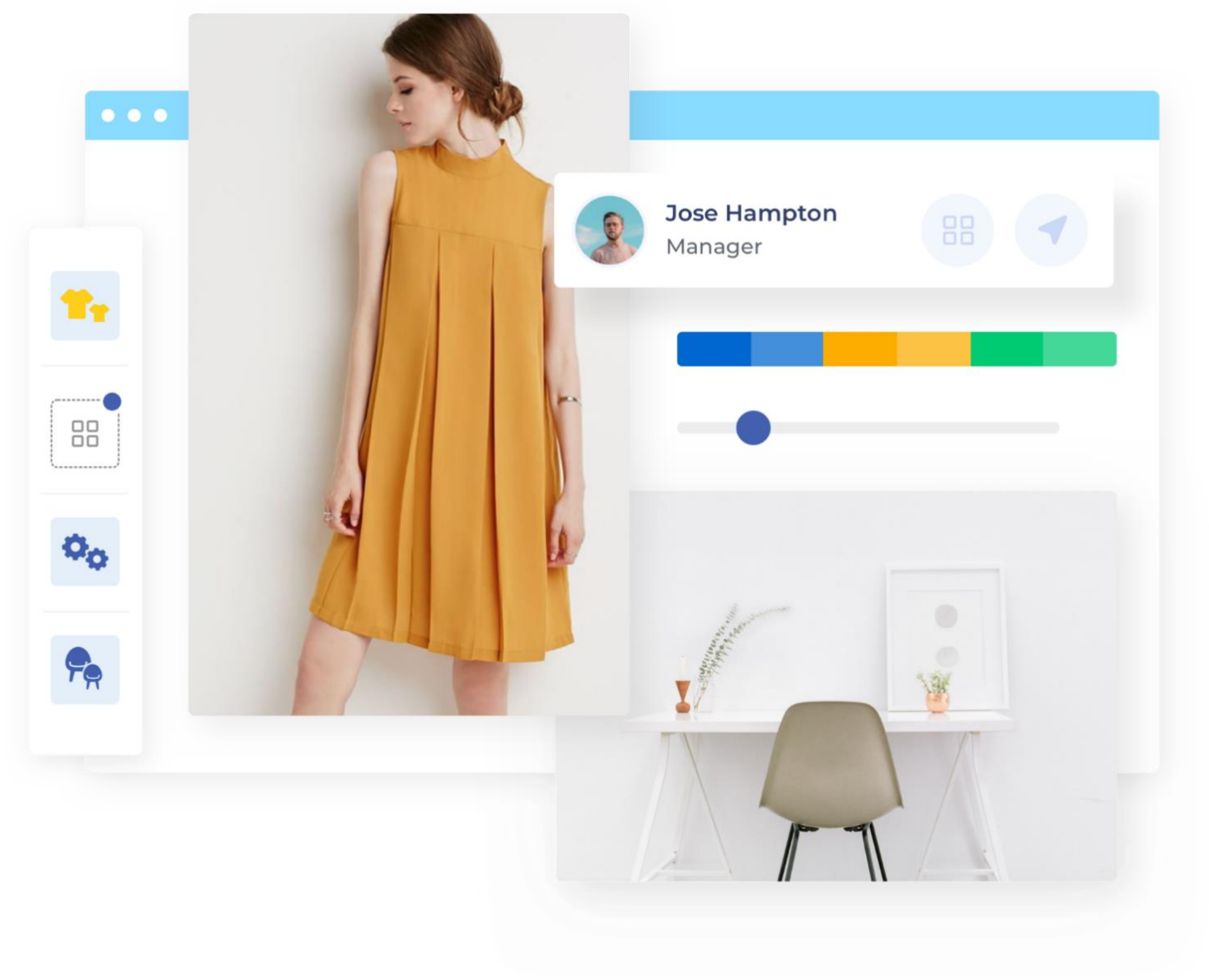


WHITE PAPER

TRIMIT Sales Commission 21.1

This document contains information regarding the Sales Commission functionality in TRIMIT 21.1 for Business Central 2021 Release Wave 1 W1 (BC18).

Version: 21.1
Date: 20-07-2021

CONTENTS

INTRODUCTION

TRIMIT Provision enables you to post Provision in the General Ledger while posting your Sales- and Purchase Orders.
An example could be Sales Commission for your Salespersons calculated by each Posted Sales Invoice but not settled until end of the month, quarter or year. To show correct accounting figures at any point, you can provide for the outstanding Sales Commission that still needs to be paid.

Sales Commission is only a part of the total functionality of **TRIMIT Provision**, but this White Paper is only focused on the Sales Commission.

The functionality described is the functionality in **TRIMIT 21.1 for Business Central W1 BC18.X**.
The pictures in this White Paper are based on the demo database for **TRIMIT 21.1,** which is based on Microsoft Dynamics 365 Business Central 2021 Release Wave 1, in the demo company **CRONUS TRIMIT W1 Ltd.** (based on CRONUS International Ltd. of Microsoft Dynamics 365 Business Central).

COMPONENTS

TRIMIT Provision contains the following objects:

The tables	***6036312***	***trm Temp. Prov Posting Buffer***
	6036385	***trm Call Calc Commission***
	6036548	***trm Provision Sales***
	6036549	***trm Provision Purchase***
	6036660	***trm Commission Rates***
The pages	***6036548***	***trm Provision Sales***
	6036549	***trm Provision Purchase***
	6036714	***trm Commission Rates***
The reports	***6036710***	***trm Commission Settlement***
The codeunits	***6036570***	***trm Provision Handling Sales***
	6036572	***trm Provision Hand Purchase***
	6036761	***trm Commission Handling***

PROVISION SALES SETUP

Provision Sales is the connection between the TRIMIT Sales Commissions and the General Ledger.
In addition, it is also the connection between the TRIMIT Bonus and the General Ledger.

In the following, you will find a description of the individual fields of **Provision Sales**.
You must create a Line for every combination of **General Business Posting Group, General Product Posting Group** and **Calculation Base Provision** for which you want to post Provision to the General Ledger. You can find the **Provision Sales** via **Tell me** *Provision Sales.*

Provision Sales | Work Date: 6-9-2020

Search + New Edit List Delete Open in Excel

Name ↑	Gen. Bus. Posting Group ↑	Gen. Prod. Posting Group ↑	Description	Calculation Base Provision ↑	G/L Account Debit	G/L Account Credit	Reason Code
BONUS	DOMESTIC	RETAIL	Bonus DOMESTIC/RETAIL	Bonus	6907	5457	04-BONUS
COMMISSION	DOMESTIC	RAW MAT	Commission DOMESTIC/RAW MAT - sp1	Commission Salesperson	6906	5456	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	DOMESTIC	SERVICES	Commission DOMESTIC/SERVICES - sp1	Commission Salesperson	6905	5455	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EU	RETAIL	Commission EU/Retail - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
GIFTCARD	DOMESTIC	GIFTCARDS	Gift Cards DOMESTIC/GIFTCARDS	Gift Card	6900	5465	GIFTCARD
GIFTCARD	EU	GIFTCARDS	Gift Cards EU/GIFTCARDS	Gift Card	6900	5465	GIFTCARD
GIFTCARD	EXPORT	GIFTCARDS	Gift Cards EXPORT/GIFTCARDS	Gift Card	6900	5465	GIFTCARD
JB-FREIGHT	DOMESTIC	RETAIL	JB Sales Freight DOMESTIC/RETAIL	Sales Line X1	6901	5451	FREIGHT
JB-FREIGHT	EU	RETAIL	JB Sales Freight EU/RETAIL	Sales Line X1	6901	5451	FREIGHT
JB-FREIGHT	EXPORT	RETAIL	JB Sales Freight EXPORT/RETAIL	Sales Line X1	6901	5451	FREIGHT
S-ALLOWANCE	DOMESTIC	RETAIL	Sales Allowance DOMESTIC/RETAIL	Sales Line X5	6899	5449	ALLOWANCE
S-ALLOWANCE	EU	RETAIL	Sales Allowance EU/RETAIL	Sales Line X5	6899	5449	ALLOWANCE
S-ALLOWANCE	EXPORT	RETAIL	Sales Allowance EXPORT/RETAIL	Sales Line X5	6899	5449	ALLOWANCE
S-DUTY	DOMESTIC	RETAIL	Sales Duty DOMESTIC/RETAIL	Sales Line X2	6908	5458	DUTY
S-DUTY	EU	RETAIL	Sales Duty EU/RETAIL	Sales Line X2	6908	5458	DUTY
S-DUTY	EXPORT	RETAIL	Sales Duty EXPORT/RETAIL	Sales Line X2	6908	5458	DUTY
S-FREIGHT	DOMESTIC	RETAIL	Sales Freight DOMESTIC/RETAIL	Sales Line X3	6901	5451	FREIGHT
S-FREIGHT	EU	RETAIL	Sales Freight EU/RETAIL	Sales Line X3	6901	5451	FREIGHT
S-FREIGHT	EXPORT	RETAIL	Sales Freight EXPORT/RETAIL	Sales Line X3	6901	5451	FREIGHT

DESCRIPTION OF THE FIELDS

NAME

Here you can enter a name to identify the **Provision Sales** setup. The name can contain a maximum of 10 characters.
Besides the Names that are created for Commission or Bonus but are related to Item Charges: make sure the **Name** is the same as the Code for the Item Charge.

GENERAL BUSINESS POSTING GROUP

Here you must enter a **General Business Posting Group.** The combination of General Business Posting Group and General Product Posting Group at the Sales Lines determines which **Provision Sales** Line is used. Therefore, the **General Business Posting Group** of your customers.

GENERAL PRODUCT POSTING GROUP

Here you must enter a **General Product Posting Group.** The combination of General Business Posting Group and General Product Posting Group at the Sales Lines determines which **Provision Sales** Line is used. Therefore, the **General Product Posting Group** of the Items you sell.

DESCRIPTION

Here you can enter your own **Description** for the **Provision Sales** Line. The description field can contain a maximum of 50 characters.

CALCULATION BASE PROVISION

The provision can be based on several different fields on the Sales Line. In the **Calculation Base Provision** field, you state which amount from the Sales Line you want to post to the General Ledger as a Provision. You can choose between the following twelve options:

None	***None*** is used if the Provision is called with an Amount meaning that the Amount has been calculated by Codeunit ***6038010 trm API G/L***.
Commission Salesperson	The calculated Amount of the **Commission Salesperson** field on the Sales Line will be posted as Provision.
Commission Salesperson 2	The calculated Amount of the **Commission Salesperson 2** field on the Sales Line will be posted as Provision.
Commission Salesperson 3	The calculated Amount of the **Commission Salesperson 3** field on the Sales Line will be posted as Provision.
Bonus	The calculated Amount of the **Bonus** field on the Sales Line will be posted as Provision.
Sales Line X1	The calculated Amount of the **X1 (Total LCY)** field on the Sales Line will be posted as Provision.
Sales Line X2	The calculated Amount of the **X2 (Total LCY)** field on the Sales Line will be posted as Provision.
Sales Line X3	The calculated Amount of the **X3 (Total LCY)** field on the Sales Line will be posted as Provision.
Sales Line X4	The calculated Amount of the **X4 (Total LCY)** field on the Sales Line will be posted as Provision.
Sales Line X5	The calculated Amount of the **X5 (Total LCY)** field on the Sales Line will be posted as Provision.
Sales Line X6	The calculated Amount of the **X6 (Total LCY)** field on the Sales Line will be posted as Provision.
Gift Card	**Gift Card** is used for the Provision of sold Gift Cards in the TRIMIT Webshops.

NOTE

There is a specific **White Paper – TRIMIT B2C Shop Gift Cards** to describe the complete functionality of the Gift Cards.

G/L ACCOUNT DEBIT

Here you enter the **G/L Account** to which you want to post the Debit Amount (the “accrued” account in your Income Statement) of your Provision transactions with this combination of General Business Posting Group and General Product Posting Group.

G/L ACCOUNT CREDIT

Here you enter the **G/L Account** to which you want to post the Credit Amount (the “to be paid” account in your Balance Sheet) of your Provision transactions with this combination of General Business Posting Group and General Product Posting Group.

REASON CODE

Various **Reason Codes** can be created to improve traceability of the G/L Entries that are related to Provision. The Reason of the actual Provision Sales Line will be added to the G/L Entries based on this specific Provision setup.
Reason Codes can be maintained via **Tell me** *Reason Codes*

CREATION DATE (NOT SHOWN IN PAGE)

When you create the **Provision Sales** Line, the program automatically updates this field with the Date of today.

MODIFIED DATE (NOT SHOWN IN PAGE)

When a **Provision Sales** Line is changed, the program automatically updates this field with the Date of today if this Date is later than the **Creation Date**.

> **NOTE**
> Via **Tell me** *Caption Class Setup*, it is possible to set the Descriptions for the Sales X1 – X6 fields as names of the fields if they are added to the Sales Lines.

PROVISION SETUP FOR COMMISSION

Commission is related to Salespersons and with TRIMIT; you can handle three different Salespersons per Customer/Order.

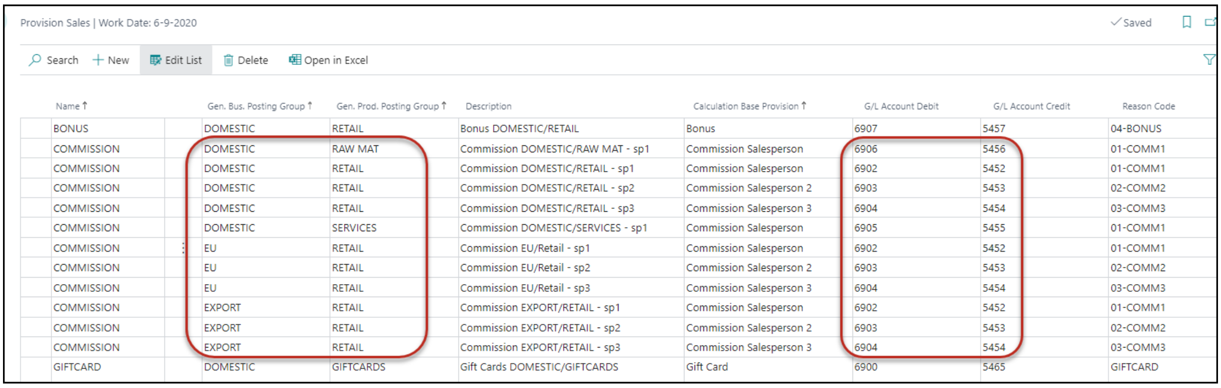
When you provide for Commission, it can be posted differently for the **Salesperson**, **Salesperson 2** and **Salesperson 3** by using different G/L Accounts for the **Calculation Base Provisions** *Commission Salesperson, Commission Salesperson 2* and *Commission Salesperson 3.*

Provision Sales | Work Date: 6-9-2020 ✓Saved

Search + New Edit List Delete Open in Excel

Name ↑	Gen. Bus. Posting Group ↑	Gen. Prod. Posting Group ↑	Description	Calculation Base Provision ↑	G/L Account Debit	G/L Account Credit	Reason Code
BONUS	DOMESTIC	RETAIL	Bonus DOMESTIC/RETAIL	Bonus	6907	5457	04-BONUS
COMMISSION	DOMESTIC	RAW MAT	Commission DOMESTIC/RAW MAT - sp1	Commission Salesperson	6906	5456	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	DOMESTIC	SERVICES	Commission DOMESTIC/SERVICES - sp1	Commission Salesperson	6905	5455	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EU	RETAIL	Commission EU/Retail - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
GIFTCARD	DOMESTIC	GIFTCARDS	Gift Cards DOMESTIC/GIFTCARDS	Gift Card	6900	5465	GIFTCARD

Another possibility is to differentiate between various combinations of **General Business Posting Group** and **General Product Posting Group**.


Provision Sales | Work Date: 6-9-2020

Search New Edit List Delete Open in Excel

Name	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Description	Calculation Base Provision	G/L Account Debit	G/L Account Credit	Reason Code
BONUS	DOMESTIC	RETAIL	Bonus DOMESTIC/RETAIL	Bonus	6907	5457	04-BONUS
COMMISSION	DOMESTIC	RAW MAT	Commission DOMESTIC/RAW MAT - sp1	Commission Salesperson	6906	5456	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	DOMESTIC	SERVICES	Commission DOMESTIC/SERVICES - sp1	Commission Salesperson	6905	5455	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EU	RETAIL	Commission EU/Retail - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EU	RETAIL	Commission EU/Retail - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	EXPORT	RETAIL	Commission EXPORT/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
GIFTCARD	DOMESTIC	GIFTCARDS	Gift Cards DOMESTIC/GIFTCARDS	Gift Card	6900	5465	GIFTCARD

When you post a Sales Line, the program will start searching for matching combinations of **General Business Posting Group** and **General Product Posting Group** related to the Posting Groups on the Sales Line. Then it will match the Salesperson number with the **Calculation Base Provision**.

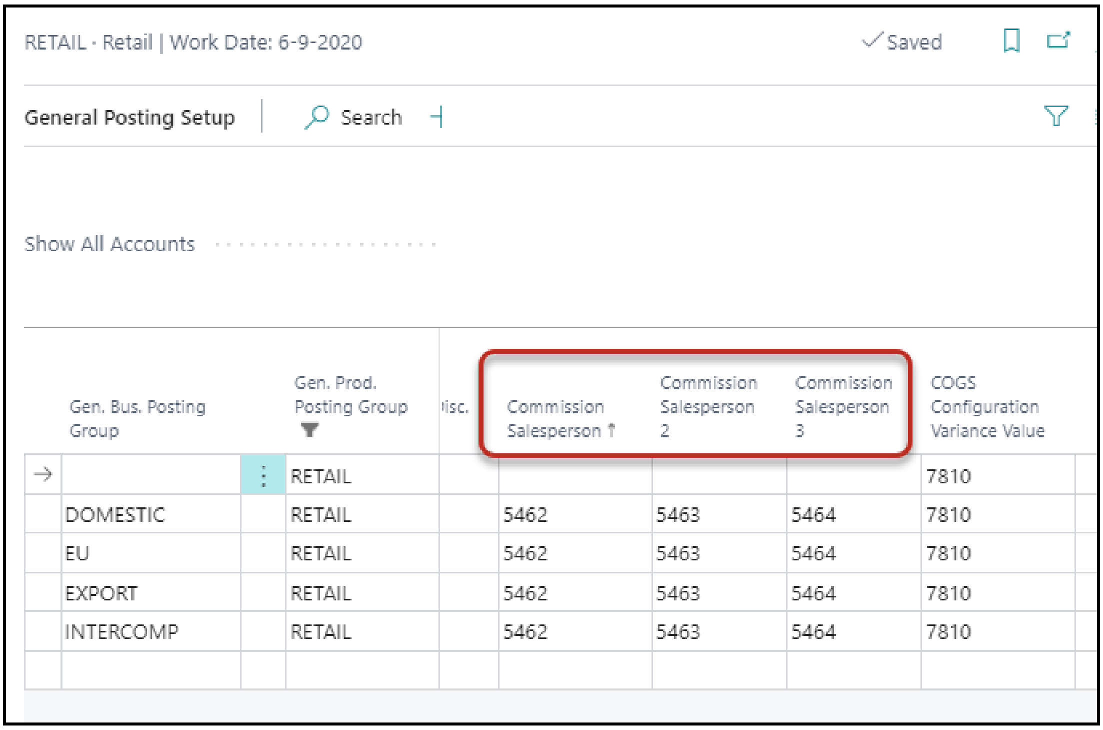
NOTE

It is also possible to create the Lines of **Provision Sales** with blank **Names**. This is the easiest way to handle the setup if you want to provide for Commission regarding all your salespeople because then you will not need to fill in the **Provision Name Commission Salesperson** field on each **Salesperson Card**.

GENERAL POSTING SETUP

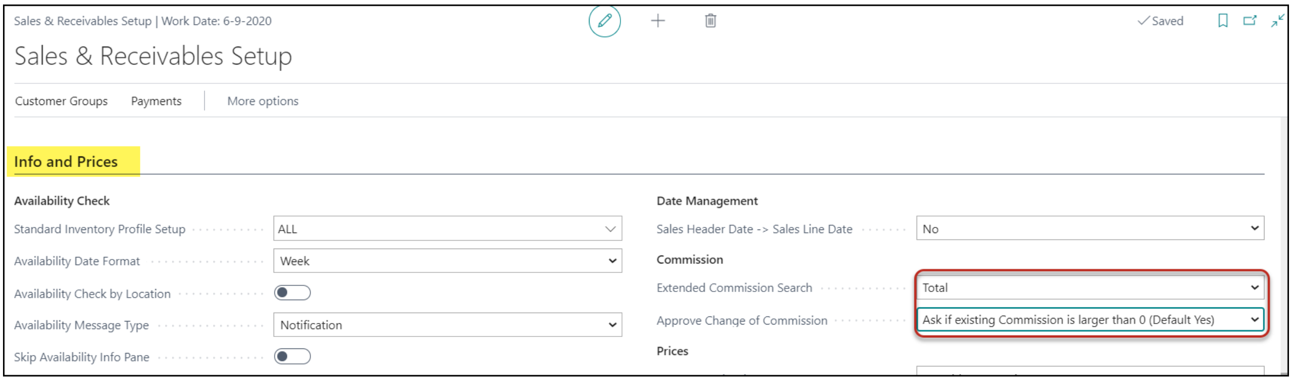
In the **General Posting Setup** (via **Tell me** *General Posting Setup*) you need to enter the G/L Accounts for the Commissions if you want to make use of the **Commission Settlement** which can create automatically G/L Entries in a **General Journal** for the Commission that has to be paid to a Salespersons Vendor No.
The fields you need to fill per General Business Posting Group and General Product Posting Group are **Commission Salesperson, Commission Salesperson2** and **Commission Salesperson 3** (if you make use of up to three Salespersons per Customer who are entitled to get Commission) and are Income Statement Accounts.
The **Commission Settlement** will simply create two Journal Lines in a specific General Journal for Commission. This means, that no real Purchase Invoice will be created but only Vendor Ledger Entries if you post this General Journal.

If you want to handle the Commission payments to your Salespersons via a Purchase Invoice, you can take the print of the **Commission Settlement** as basis to create a Purchase Invoice manually. In that case, you do not need to fill the Commission fields in the **General Posting Setup**.



SALES & RECEIVABLES SETUP

In the Sales & Receivables Setup (via **Tell me** *Sales & Receivables Setup*) there are two parameters related to Commission/Bonus:



EXTENDED COMMISSION SEARCH

If you want to use the TRIMIT functionality for Salesperson Commissions, this Parameter must be set to a value different from *No*.

If set to *No* you cannot use the whole setup described in this White Paper for the Salesperson Commission.

You can choose between the following seven options:

No	You will not use the TRIMIT Extended Commission Search.
Salesperson	The **Extended Commission Search** will only be executed for the Salesperson.
Salesperson 2	The **Extended Commission Search** will only be executed for the Salesperson 2.
Salesperson + Salesperson 2	The **Extended Commission Search** will be executed for both the Salesperson and Salesperson 2.
Salesperson 3	The **Extended Commission Search** will only be executed for the Salesperson 3.
Bonus	The **Extended Commission Search** will only be executed for Bonus.

Total	The **Extended Commission Search** will be executed for all the types of Commission and Bonus.

NOTE
You need to set this Parameter <> *No* to see some results when posting a Sales Invoice.
For the rest of this White Paper, you need to set it to *Total.*

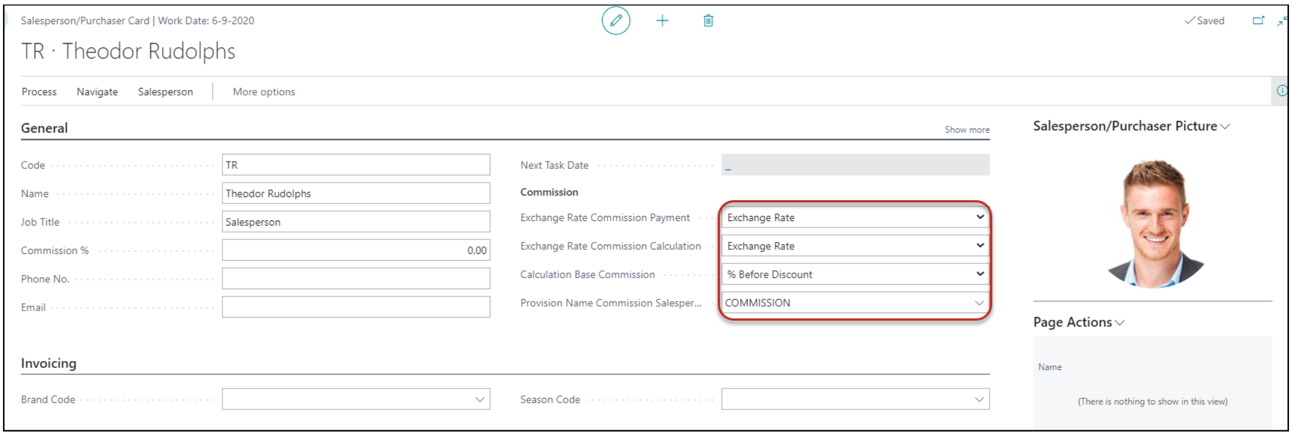
APPROVE CHANGE OF COMMISSION

This Parameter determines if the Commission related fields of a Sales Document could be changed.
You can choose between the following six options:

Ask if existing Commission is larger than 0 (Default Yes)	If you want to change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header or Sales Line you will be asked to accept the change only if the original corresponding **Commission Salesperson** is larger than 0. The default answer is *Yes*.
Ask if existing Commission is larger than 0 (Default No)	If you want to change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header or Sales Line you will be asked to accept the change only if the original corresponding **Commission Salesperson** is larger than 0. The default answer is *No*.
Always Ask (Default Yes)	If you want to change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header or Sales Line you will always be asked to accept the change The default answer is *Yes*.
Always Ask (Default No)	If you want to change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header or Sales Line you will always be asked to accept the change The default answer is *No*.
Change without Acceptance	If you want to change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header or Sales Line, the change will be accepted without any message.
Commission is Never Changed	Even if you might change the Salesperson (or Salesperson 2 or Salesperson 3) on a Sales Header of Sales Line, the corresponding **Commission Salesperson** will not change accordingly!!

SALESPERSON

If you do not want to provide for Commission for all your Salespersons, or if you want to use different **Provision Sales** Lines for different segments of Salespersons, you must fill in the **Provision Name Commission Salesperson** on each **Salesperson Card**.
The card can be found via **Tell me** *Salespeople.*



NOTE

When you create a new Salesperson, also a new **Vendor** is created with the same Code. Therefore, if you create a new Salesperson *TR* also a new Vendor *TR* is created for which you need to fill the data like **General Business Posting Group**, **VAT Business Posting Group** and **Vendor Posting Group**!

DESCRIPTION OF THE FIELDS

EXCHANGE RATE COMMISSION PAYMENT

This field determines which Exchange Rate must be used to calculate the Payments to the Vendor of the Salesperson regarding the Commission.
You can choose between the following two options:

Exchange Rate	Default Exchange Rates will be used based on the Date that you post the Payment.
Commission Fixed Exchange Rate	The field **Commission Fixed Exchange Rate** of the Currency will be used.

EXCHANGE RATE COMMISSION CALCULATION

This field determines which Exchange Rate must be used to calculate the Commission for the Vendor of the Salesperson in the Commission Settlement.
You can choose between the following two options:

Exchange Rate Sales	Default Exchange Rates will be used based on the Date that you print the commission settlement
Commission Fixed Exchange Rate	The field **Commission Fixed Exchange Rate** of the Currency will be used.

CALCULATION BASE COMMISSION

This field determines how the Commission is to be calculated.

You can choose between the following six options:

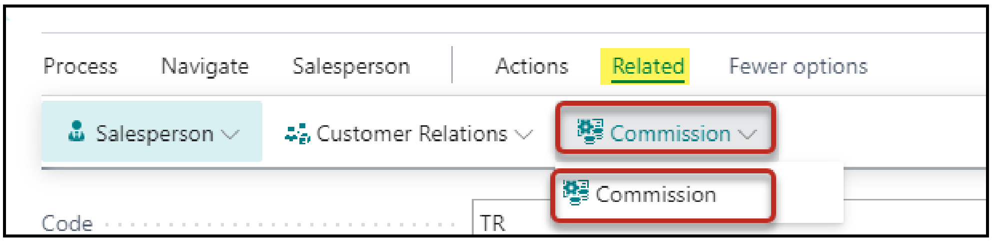
% Before Discount	% of the Sales Price before Discount
% After Discount	% of the Sales Price after Discount
Amount per Unit	Amount per Unit This can be entered in the field for **Pct. Rate** in the Commission Rate.
% of Unit Cost	% of the Unit Cost
Demanded Price List	The Commission is not based on the Sales Prices in the Sales Lines but based on a specific **Customer Price Group.** This **Customer Price Group** can be entered when you print a Commission Settlement.
Total Amount	Total Amount per Sales Line This can be entered in the field for **Pct. Rate** in the Commission Rate.

PROVISION NAME COMMISSION SALESPERSON

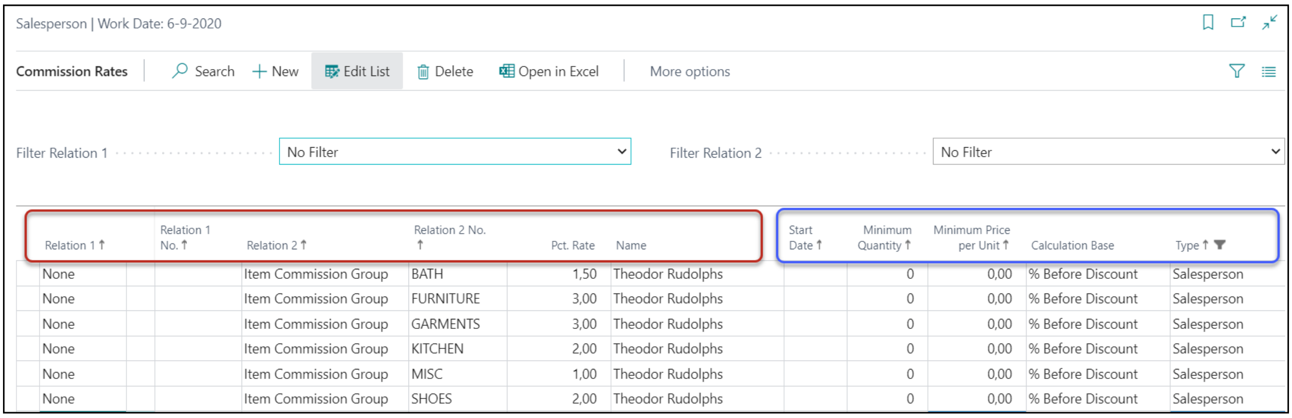
Here you can enter a **Provision Sales** Line for this Salesperson to handle the Commission.

ENTERING THE COMMISSION

Via ***Related, Commission, Commission*** you can set the Commission of a specific Salesperson.



Now you can enter the Commission percentages or amounts for many different combinations:



Relation 1	Relation 1 No.	Relation 2	Relation 2 No.	Pct. Rate	Name	Start Date	Minimum Quantity	Minimum Price per Unit	Calculation Base	Type
None		Item Commission Group	BATH	1,50	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson
None		Item Commission Group	FURNITURE	3,00	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson
None		Item Commission Group	GARMENTS	3,00	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson
None		Item Commission Group	KITCHEN	2,00	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson
None		Item Commission Group	MISC	1,00	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson
None		Item Commission Group	SHOES	2,00	Theodor Rudolphs		0	0,00	% Before Discount	Salesperson

The red fields are shown by default; the blue fields can be added via ***Personalize***

DESCRIPTION OF THE FIELDS

RELATION 1 / RELATION 1 NO.

In **Relation 1** you can choose the Customer-related level for which you want to enter the Commissions and in **Relation 1 No.** the actual code.

You can choose between the following seven options:

Customer	Will be compared with the **Sell-to Customer No.** of the Sales Header
Chain	Will be compared with the **Chain** of the Sales Header
Customer Commission Group	Will be compared with the **Customer Commission Group** of the **Sell-to Customer No.** of the Sales Header
Customer Bonus Group	Will be compared with the **Customer Bonus Group** of the **Sell-to Customer No.** of the Sales Header
Bill-to	Will be compared with the **Bill-to Customer No.** of the Sales Header
Company Group	Will be compared with the **Company Group** of the Sales Header
None	No specific customer-related level

NOTE
The only way to create Customer Commission Groups or Customer Bonus Group is to press **Alt+Arrow Down** (lookup) on the field **Relation 1 No.** – or on the corresponding field in the Customer Card - and press *+ New*.

RELATION 2 / RELATION 2 NO.

In **Relation 2** you can choose the Item-related level for which you want to enter the Commissions and in **Relation 2 No.** the actual code.

You can choose between the following four options:

Item	Will be compared with the **No.** of the Sales Line
Master No.	Will be compared with the **Master No.** of the **No.** of the Sales Line
Item Commission Group	Will be compared with the **Item Commission Group** of the **No.** of the Sales Line
Item Bonus Group	Will be compared with the **Item Bonus Group** of the **No.** of the Sales Line

This means that you can make many combinations to set the Commission Rates by using **Relation 1** and **Relation 2**. I.e., per Customer/Master No. or per Customer Commission Group/Item Commission Group, etc.

NOTE
The only way to create Item Commission Groups or Item Bonus Groups is to press **Alt+Arrow Down** (lookup) on the field **Relation 2 No.** – or on the corresponding field in the Master or Item - and press *+ New*.

PCT. RATE

Here you can enter the Percentage for Commission or Bonus.

NAME

The name for this Commission Rate. As a default, the name of the Salesperson is shown, but you can change it.

START DATE

Here you can enter the **Start Date** from which this Commission Rate is active.
It will be compared with the **Order Date**.

MINIMUM QUANTITY

Here you can enter a **Minimum Quantity** that has to be sold on an individual Sales Line before this Commission Percentage will be calculated.
It will be compared with the **Quantity** field in the Sales Line.

MINIMUM PRICE PER UNIT

Here you can enter a **Minimum Price per Unit** for an individual Sales Line before this Commission Rate will be calculated.

This price will be compared with the **Unit Price** field in the Sales Line, which is in the Currency of the Sales Order!

CALCULATION BASE

This is the same field as the field on the Salesperson Card, but now you can change the setting for a specific combination of **Relation 1** and **Relation 2**.

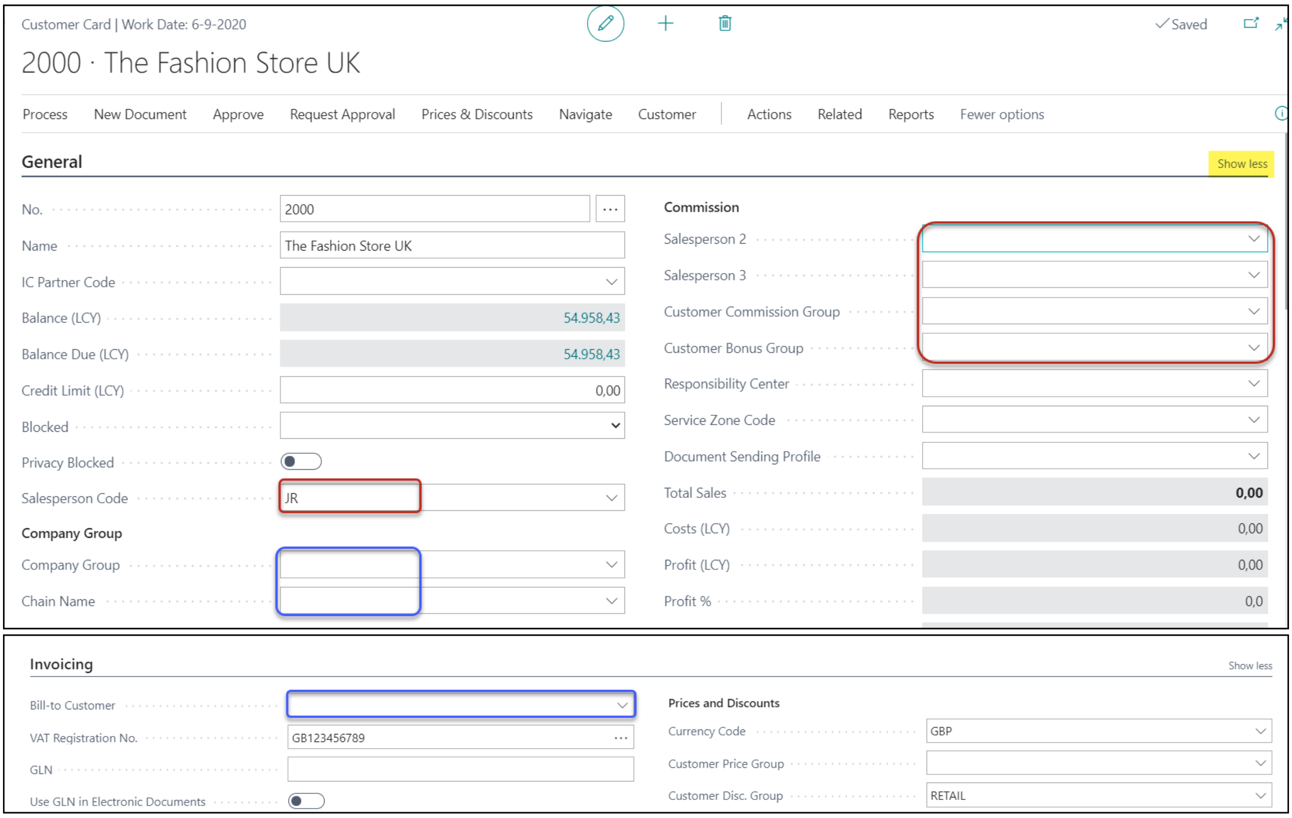
TYPE

This field is automatically set to *Salesperson* if you enter the Commission Rates via the Salesperson Card.

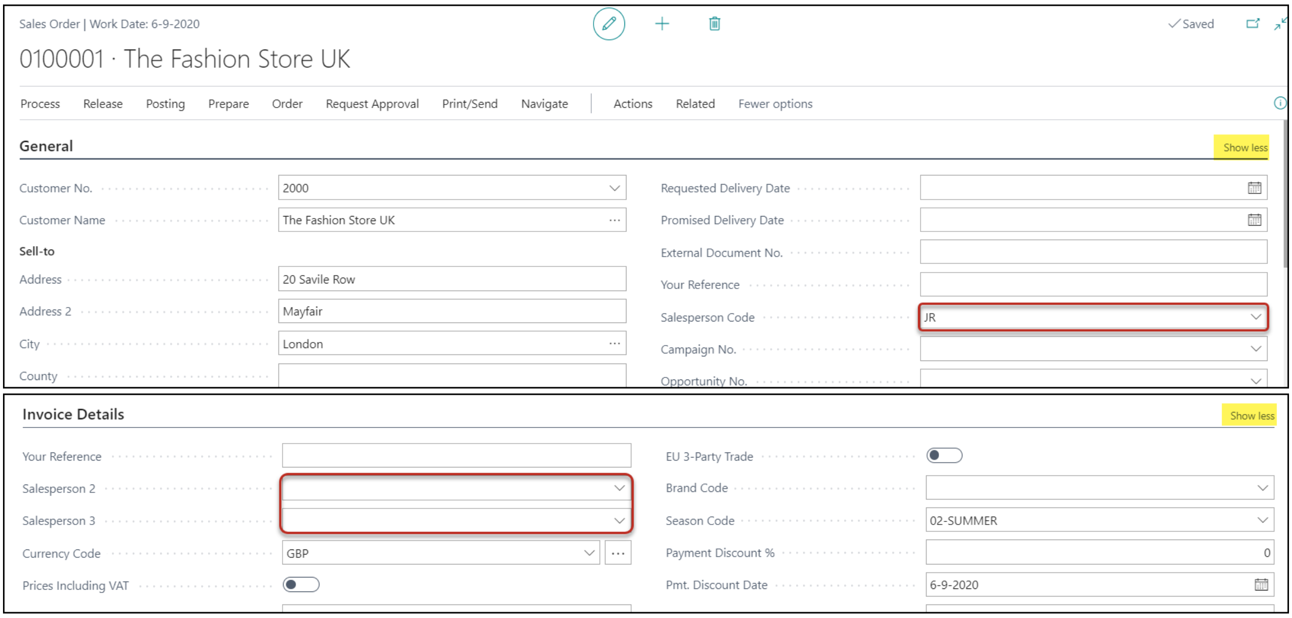
> **NOTE**
> Because this page is also used for setting up the Bonuses, it is also possible to choose *Bonus.* In that case, the Commission Rate will only be used for the calculation of the Bonus.

CUSTOMER

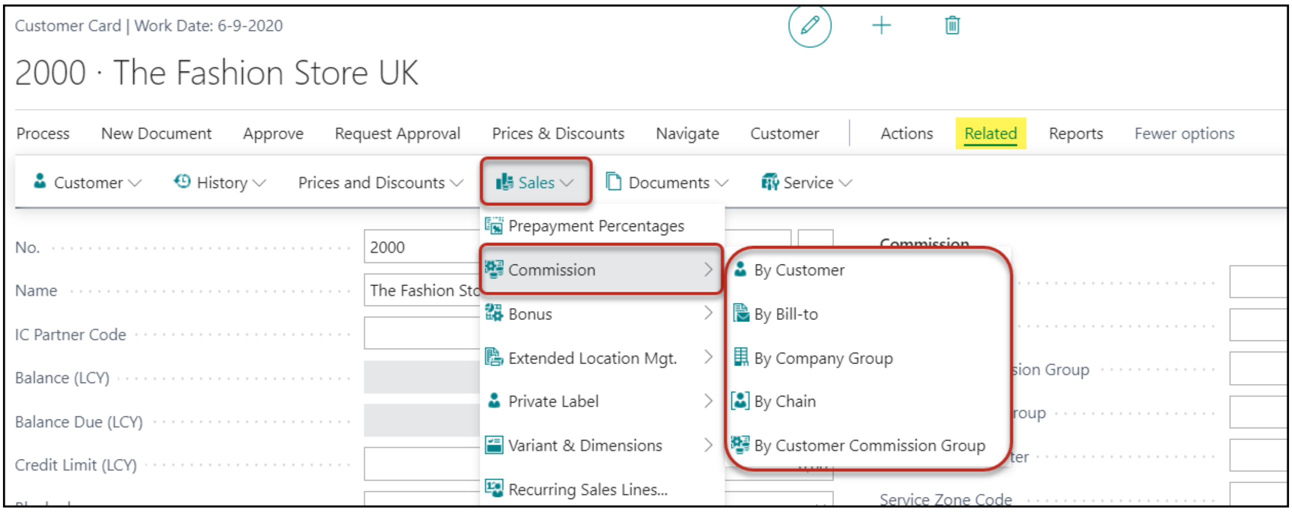
In the Customer (via **Tell me** *Customers* or directly in the Role Center clicking ***Customers***) on the FastTab ***General,*** you can enter the fields that are important for the Commission Calculation:
Salesperson Code, Salesperson 2, Salesperson 3 and **Customer Commission Group**



The **Salesperson Code, Salesperson2 and Salesperson 3** can be changed as well on every individual Sales Order. The **Customer Commission Group** and **Customer Bonus Group** cannot be changed per Sales Order.



In Entering the Commission, you saw how to setup the Commission Rates related to a Salesperson. You are however also able to setup the Commission Rates via the Customer Card by clicking ***Related, Sales, Commission***



BY CUSTOMER

The **Filter Relation 1** will be set to *Customer.*

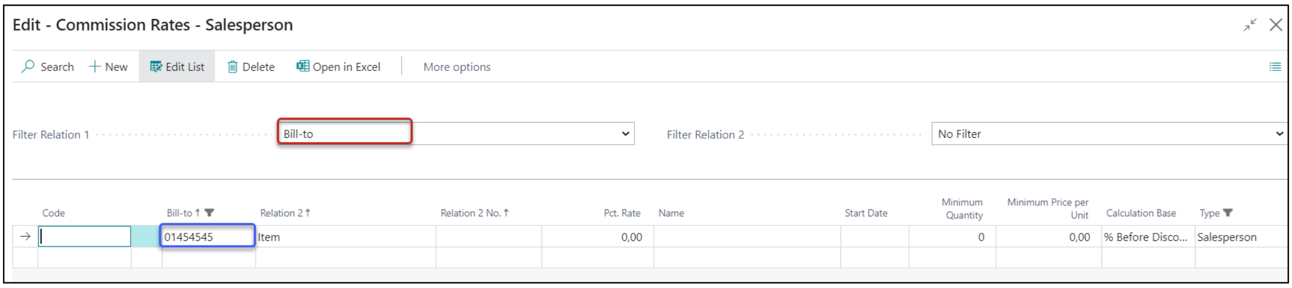
The **Sell-to** field will by default be filled with the **No.** of the Customer.

Code must be filled with a Salesperson Code for which you want to enter the Commission Rate.

If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!

Relation 2 has the same four options as shown earlier at the Salesperson: *Item, Master, Item Commission Group* and *Item Bonus Group.*

BY BILL-TO



The **Filter Relation 1** will be set to *Bill-to.*

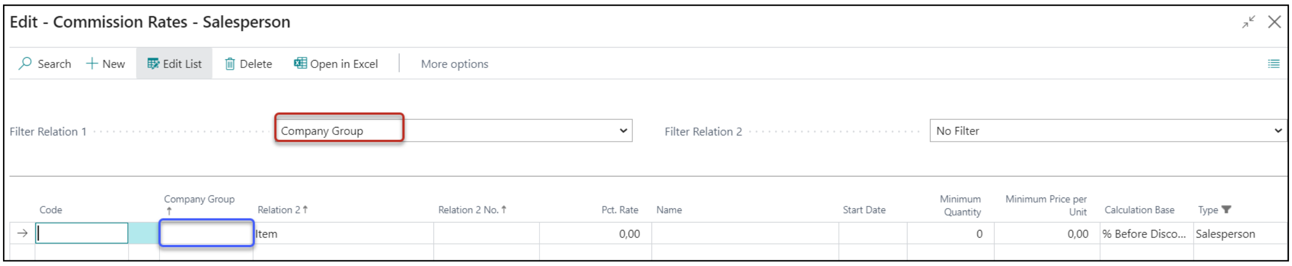
The **Bill-to** field will by default be filled with the **Bill-to Customer No.** of the Customer.

Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.

If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!

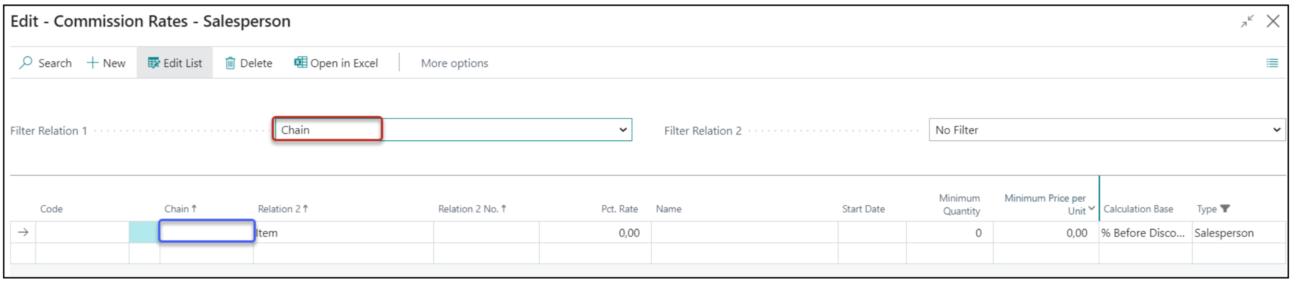
Relation 2 has the same four options as shown earlier at the Salesperson: *Item, Master, Item Commission Group* and *Item Bonus Group*

BY COMPANY GROUP



The **Filter Relation 1** will be set to *Company Group.*
The **Company Group** field will by default be filled with the **Company Group** of the Customer.
Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 2 has the same four options as shown earlier at the Salesperson: *Item, Master, Item Commission Group* and *Item Bonus Group*

BY CHAIN



The **Filter Relation 1** will be set to *Chain.*
The **Chain** field will by default be filled with the **Chain** of the Customer.
Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 2 has the same four options as shown earlier at the Salesperson: *Item, Master, Item Commission Group* and *Item Bonus Group*

BY CUSTOMER COMMISSION GROUP

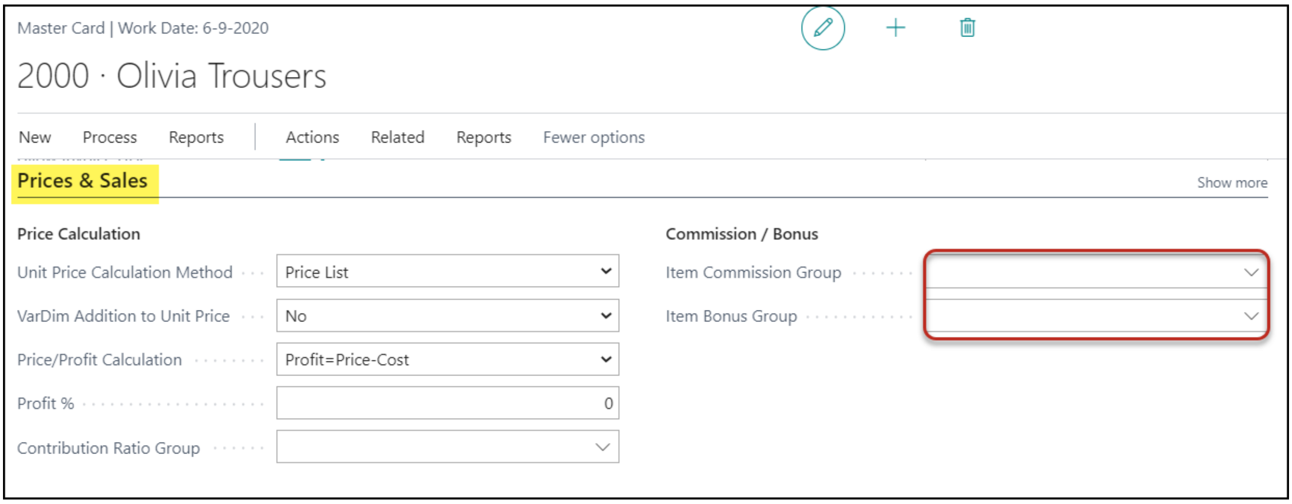
The **Filter Relation 1** will be set to *Customer Commission Group.*
The **Customer Commission Group** of the Customer will default already be filled in the Commission Rates Lines **Customer Commission Group** field.
Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 2 has the same four options as shown earlier at the Salesperson: *Item, Master, Item Commission Group* and *Item Bonus Group*.

> **NOTE**
> If this page was opened via a Customer, it will not only show the Commission Rates related to the **Customer Commission Group** of the Customer; it will simply show all the Commission Rates with a **Customer Commission Group** filled!!
> For the other options (*Customer, Bill-to, Company Group* and *Chain)* an extra Filter is applicable for the Commission Rate page based on the content of the Customer.

MASTER

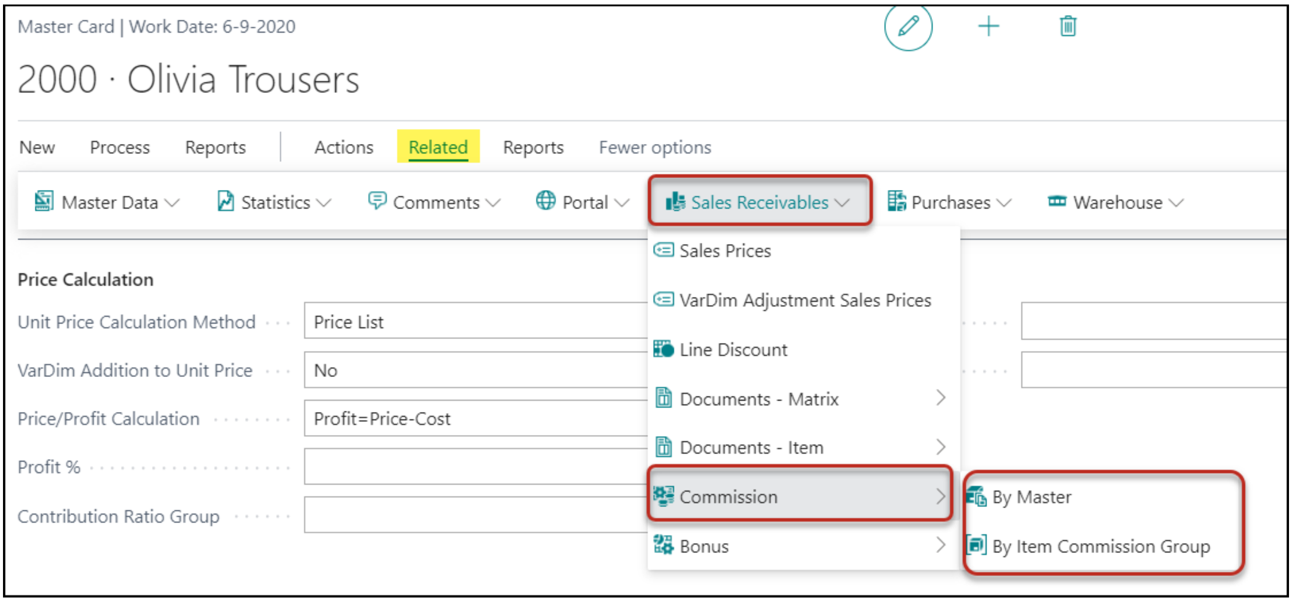
In the Master Card (via **Tell me** *Master* or directly in the Role Center clicking ***Masters)*** *on* the FastTab ***Prices & Sales,*** you can enter the fields that are important for the Commission Calculation:

Item Commission Group and **Item Bonus Group**



These fields cannot be changed on a Sales Line.

In Entering the Commission, you saw how to setup the Commission Rates related to a Salesperson. You are however also able to setup the Commission Rates via the Master by clicking ***Related, Sales Receivables, Commission***:



BY MASTER

The **Filter Relation 2** will be set to *Master No.*

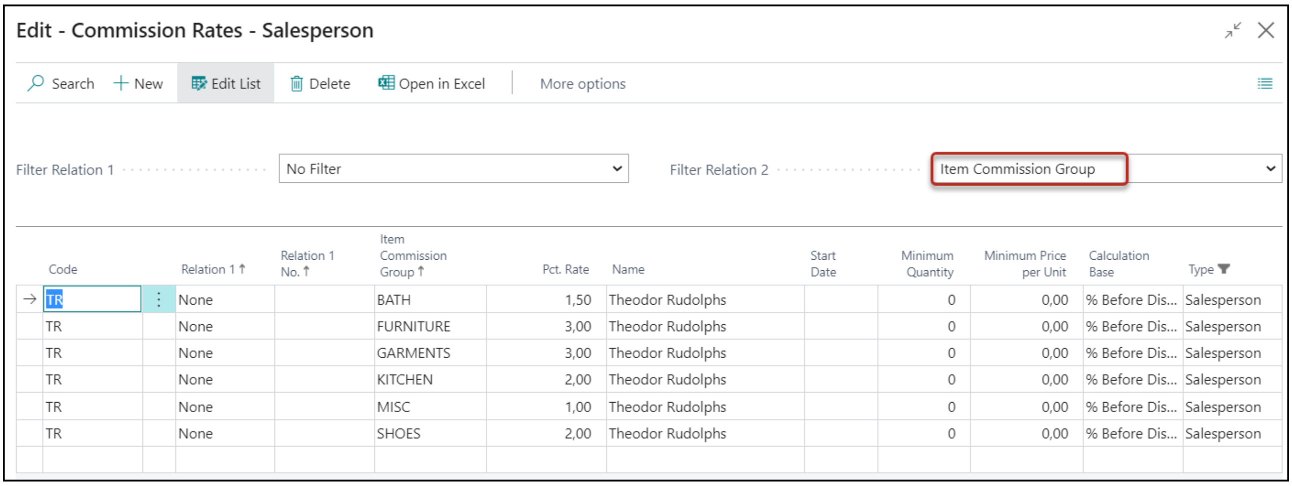
The **No.** of the Master will default already be filled in the Commission Rates Lines **Master No.** field.

Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.

If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!

Relation 1 has the same seven options as shown earlier at the Salesperson: *Customer, Chain, Customer Commission Group, Customer Bonus Group, Bill-to, Company Group, None.*

BY ITEM COMMISSION GROUP



Code	Relation 1	Relation 1 No.	Item Commission Group	Pct. Rate	Name	Start Date	Minimum Quantity	Minimum Price per Unit	Calculation Base	Type
TR	None		BATH	1,50	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson
TR	None		FURNITURE	3,00	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson
TR	None		GARMENTS	3,00	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson
TR	None		KITCHEN	2,00	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson
TR	None		MISC	1,00	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson
TR	None		SHOES	2,00	Theodor Rudolphs		0	0,00	% Before Dis...	Salesperson

The **Filter Relation 2** will be set to *Item Commission Group.*

The **Item Commission Group** of the Master will default already be filled in the Commission Rates Lines **Item Commission Group** field.

Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.

If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!

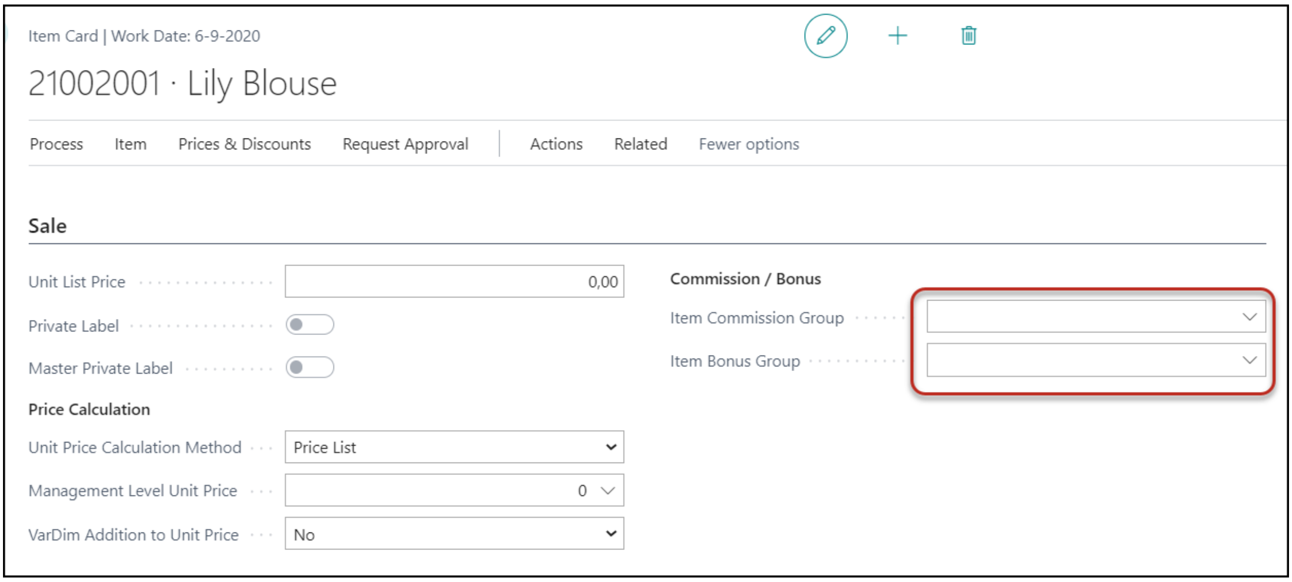
Relation 1 has the same seven options as shown earlier at the Salesperson: *Customer, Chain, Customer Commission Group, Customer Bonus Group, Bill-to, Company Group, None.*

NOTE

If this page was opened via a Master, it will not only show the Commission Rates related to the **Item Commission Group** of the Master; it will simply show all the Commission Rates with an **Item Commission Group** filled!!

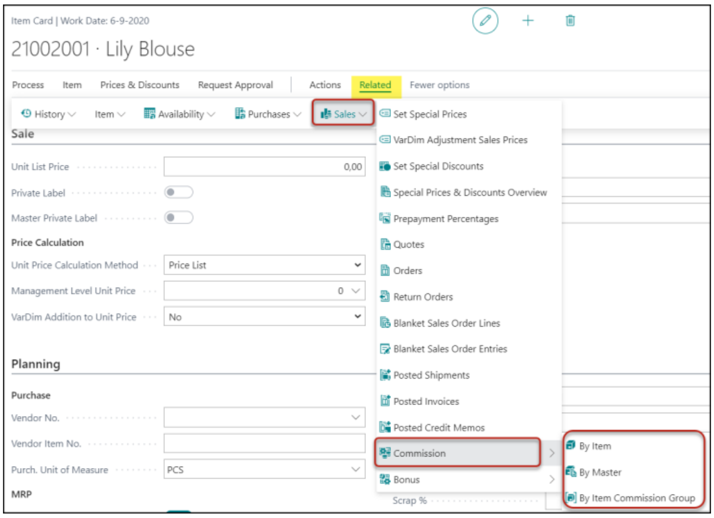
ITEM

In the Item (via **Tell me** *Items* or in Role Center TRIMIT Small Business via ***Product Design, Items***) *on* the FastTab ***Sale,*** you can enter the fields that are important for the Commission Calculation:
Item Commission Group and **Bonus Commission Group**



These fields cannot be changed on a Sales Line.

In Entering the Commission, you saw how to setup the Commission Rates related to a Salesperson. You are however also able to setup the Commission Rates via the Item by clicking ***Related, Sales, Commission***:
:



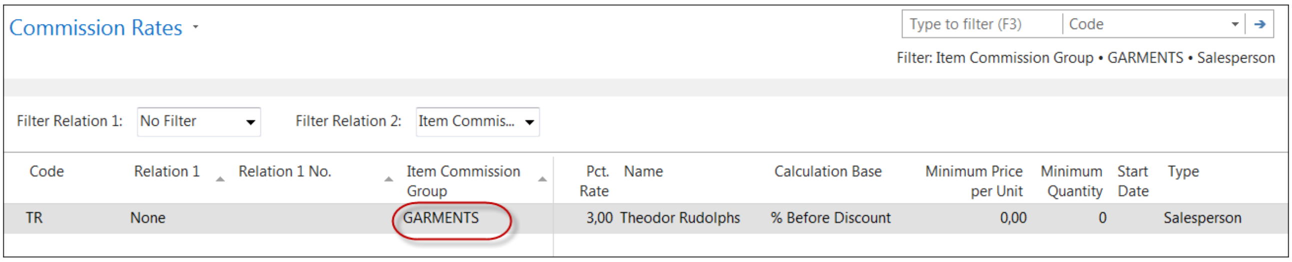
BY ITEM

The **Filter Relation 2** will be set to *Item.*
The **No.** of the Item will default already be filled in the Commission Rates Lines **Item** field.
Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 1 has the same seven options as shown earlier at the Salesperson: *Customer, Chain, Customer Commission Group, Customer Bonus Group, Bill-to, Company Group, None.*

BY MASTER

The **Filter Relation 2** will be set to *Master No.*
The **Master No.** of the Item will default already be filled in the Commission Rates Lines **Master No.** field.
Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 1 has the same seven options as shown earlier at the Salesperson: *Customer, Chain, Customer Commission Group, Customer Bonus Group, Bill-to, Company Group, None.*

BY ITEM COMMISSION GROUP



The **Item Commission Group** of the Item will default already be filled in the Commission Rates Lines **Item Commission Group** field.
Code must be filled with a Salesperson Code for which you want to enter a Commission Rate.
If you leave **Code** *blank,* the system assumes you want to enter a Bonus and not a Salesperson Commission!
Relation 1 has the same seven options as shown earlier at the Salesperson: *Customer, Chain, Customer Commission Group, Customer Bonus Group, Bill-to, Company Group, None.*

SORTING

When Commission needs to be calculated, the system will look in a specific order through the possibilities that can be setup.For each individual Sales Line of the **Type** *Item* the filtering will be:

- Salesperson
- Minimum Quantity
- Minimum Price per Unit
- Customer
- Item
- Master
- Item Commission Group
- Blank

Then new loops with the following instead of the "Customer":

- Bill-to
- Company Group
- Chain
- Customer Commission Group

A **Start Date** will be compared with the **Order Date** of the Sales Header – and if this is not filled the Working Date.

A **Minimum Quantity** will be compared with the ordered **Quantity** on the individual Item Sales Lines – so not based on the total quantity on the Matrix Lines.

The **Minimum Price per Unit** will be compared with the **Unit Price** of the Sales Line (in currency of the Sales Order!)

PROVISION PROCESS FOR COMMISSION

After all the necessary setups have been filled, the Provision for Commission will be automatically calculated in every Sales Document.

COMMISSION RELATED FIELDS IN SALES HEADER

In Table ***36 Sales Header*** and TableExtension ***6036514 trm Sales Header Ext*** there are several fields related to the Commission:

Field No.	Field Name	Data Type
43	Salesperson	Code
6036907	trm Salesperson 3	Code
6036909	trm Salesperson 2	Code

In the header of a Sales Quote, Sales Order, Sales Blanket Order you will find the **Salesperson** on the FastTab ***General*** and the **Salesperson 2** and **Salesperson 3** on the FastTab ***Invoice Details.***
All three fields can be changed.

In the header of a Sales Credit Memo and Sales Invoice, you will find the **Salesperson** on the FastTab ***General*** and the **Salesperson 2** and **Salesperson 3** on the FastTab ***Misc. Param.***
All three fields can be changed.

In the header of a Sales Return Order and a Complaint, you will find the **Salesperson** on the FastTab ***General***. The **Salesperson 2** and **Salesperson 3** are in the table but are not shown in the page. All three fields could be changed.

NOTE
Changing one of the Salespersons can also have its effect on the Commission related fields in the Lines. You can be asked if you want to change them and must verify that you want.

The field **Customer Commission Group** is not in the header. This field will always be taken from the Customer Card of the Sell-to Customer, if necessary, for the calculation of the Commission and cannot be changed for individual Sales Documents.

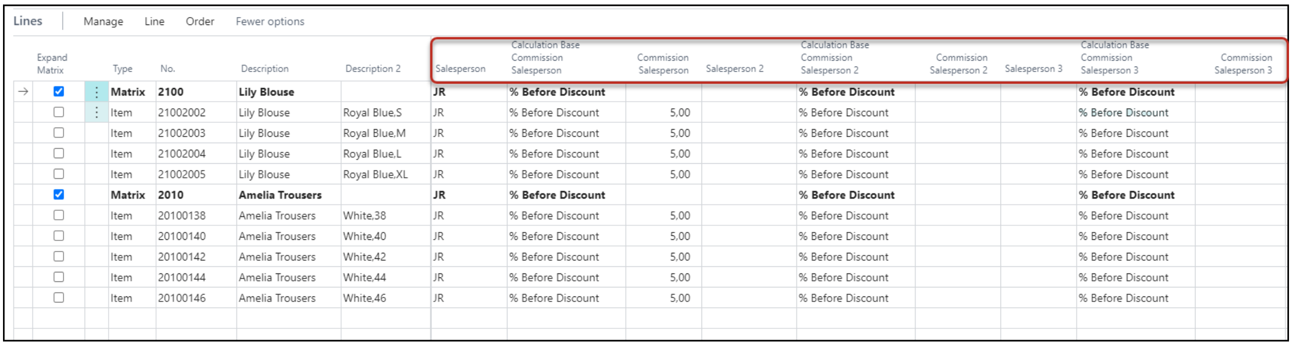
COMMISSION RELATED FIELDS IN SALES LINE

In Table ***37 Sales Line*** and TableExtension ***6036515 trm Sales Line Ext*** there are several fields related to the Commission:

Field No.	Field Name	Data Type
6036926	trm Salesperson 2	Code
6036927	trm Salesperson	Code
6036928	trm Salesperson 3	Code
6037010	trm Calc. BaseComm. Salesper.2	Option
6037011	trm Commission Salesperson 2	Decimal
6037012	trm Calc. BaseComm. Salesper.	Option

6037013	trm Commission Salesperson	Decimal
6037014	trm Calc. BaseComm. Salesper.3	Option
6037015	trm Commission Salesperson 3	Decimal

Only in the lines of the Sales Order, these fields can be shown via ***Personalization*** and can be changed.



Expand Matrix	Type	No.	Description	Description 2	Salesperson	Calculation Base Commission Salesperson	Commission Salesperson	Salesperson 2	Calculation Base Commission Salesperson 2	Commission Salesperson 2	Salesperson 3	Calculation Base Commission Salesperson 3	Commission Salesperson 3
☑	**Matrix**	**2100**	**Lily Blouse**		**JR**	**% Before Discount**			**% Before Discount**			**% Before Discount**	
☐	Item	21002002	Lily Blouse	Royal Blue,S	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	21002003	Lily Blouse	Royal Blue,M	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	21002004	Lily Blouse	Royal Blue,L	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	21002005	Lily Blouse	Royal Blue,XL	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☑	**Matrix**	**2010**	**Amelia Trousers**		**JR**	**% Before Discount**			**% Before Discount**			**% Before Discount**	
☐	Item	20100138	Amelia Trousers	White,38	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	20100140	Amelia Trousers	White,40	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	20100142	Amelia Trousers	White,42	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	20100144	Amelia Trousers	White,44	JR	% Before Discount	5,00		% Before Discount			% Before Discount	
☐	Item	20100146	Amelia Trousers	White,46	JR	% Before Discount	5,00		% Before Discount			% Before Discount	

NOTE

If necessary, you can add these fields to the other Sales Document pages by using extensions.

Changing the content of one of these fields can also have its effect on the other Commission related fields in the Lines. You will be asked if you want to change them and must verify that you want it based on the parameter **Approve Change of Commission** in the Sales & Receivables Setup.

DESCRIPTION OF THE FIELDS:

SALESPERSON (AND SALESPERSON 2 AND SALESPERSON 3)

This is the **Salesperson (2 or 3)** of the Sales Header but can be changed for individual Lines.
Changing a **Salesperson** will have its immediate effect on the **Calculation Base Commission Salesperson (2 or 3)** and on the **Commission Salesperson (2 or 3)** on the Sales Line based on the Commission Rates that you filled.

If the **Commission Salesperson** was <>zero you will get an extra message if you want to change the **Salesperson.**

Yes or *No* will have no effect on the entry of the **Salesperson,** only on the determination of the **Calculation Base Commission** and the **Commission Salesperson.**

CALCULATION BASE COMMISSION SALESPERSON (AND 2 AND 3)

Based on the **Salesperson** this field will default be filled with the corresponding field of the **Salesperson.** Changing this field on the Sales Line will have its effect when posting the invoice.

COMMISSION SALESPERSON (2 OR 3)

This field is determined based on the **Commission Rates** you filled on the **Salesperson, Customer, Master** and/or **Item.** Changing this field on the Sales Line will have its effect when posting the invoice.

> **NOTE**
> TRIMIT Provision for Commission will only have its effect on Sales Lines with the **Type** *Item* and *Charge (Item).*
> Also, Items with **Type** *Service* or *Non-Inventory* will be disregarded!!
> Therefore, even if you would enter **Commission Salesperson (**or **2** or **3)** for **Type** *G/L Account, Resources, Fixed Assets* it would have no effect on the posting of the Provision for Commission.

GENERAL LEDGER ENTRIES WHEN POSTING SALES INVOICE

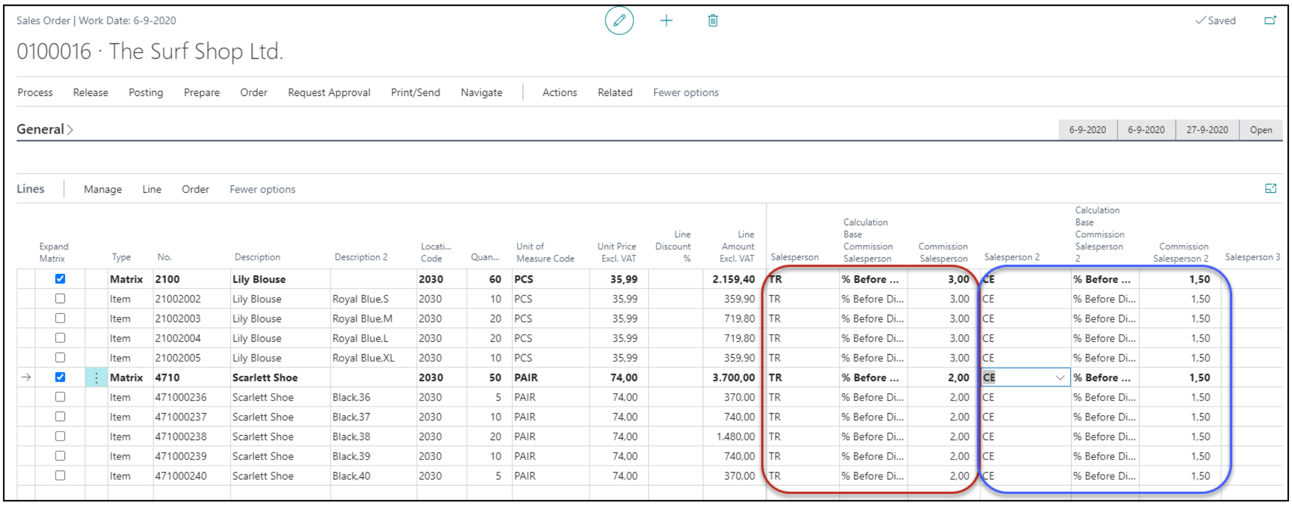
GENERAL LEDGER ENTRIES WHEN POSTING SALES INVOICE

If you post a Sales Invoice, the General Ledger Entries will be created for the Provision of the Commission based on Provision Sales:

- Based on the **Salesperson** (and **2** and **3**) on the Sales Line and the **Provision Name Commission Salesperson** on the Salesperson Card it is determined on which G/L Accounts the Commission will be posted.
- Based on the **Calculation Base Commission Salesperson** (and **2** and **3**) on the Sales Line and the content of the **Exchange Rate Commission Calculation** on the corresponding Salesperson Card the base amount over which the **Commission Salesperson** (and **2** and **3**) on the Sales Line must be calculated will be determined.
- The Provision for the Commission can now be calculated based on the **Commission Salesperson** (and **2** and **3**) on the Sales Line.

EXAMPLE 1:

On a Sales Order for Customer *2030 The Surf Shop Ltd.,* I have:


Sales Order | Work Date: 6-9-2020 ✓Saved

0100016 · The Surf Shop Ltd.

Process Release Posting Prepare Order Request Approval Print/Send Navigate Actions Related Fewer options

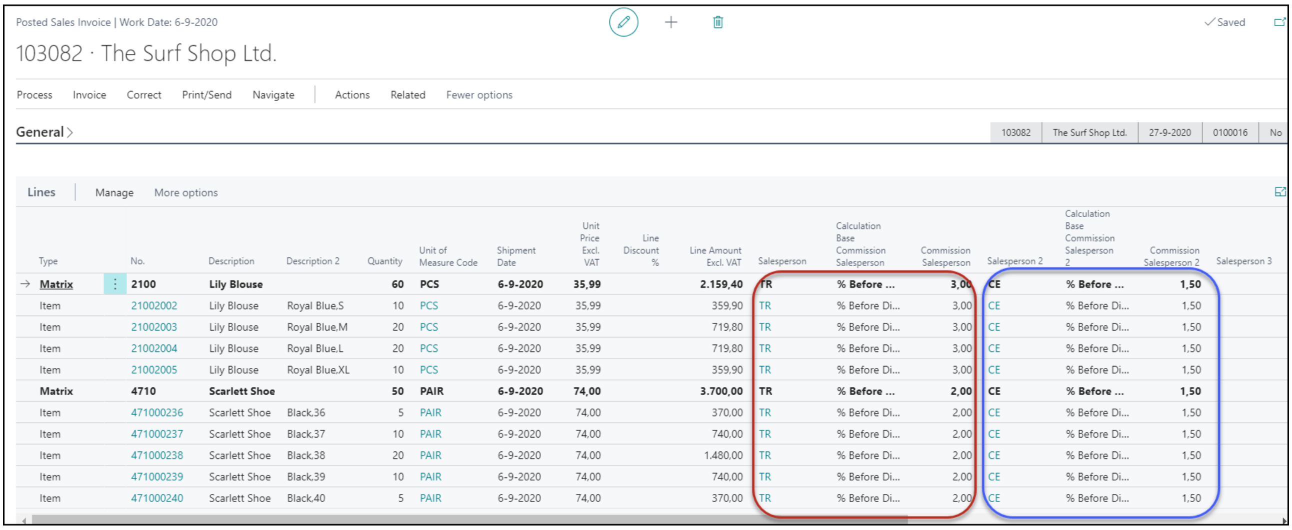
General › 6-9-2020 6-9-2020 27-9-2020 Open

Lines Manage Line Order Fewer options

Expand Matrix	Type	No.	Description	Description 2	Locati... Code	Quan...	Unit of Measure Code	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT	Salesperson	Calculation Base Commission Salesperson	Commission Salesperson	Salesperson 2	Calculation Base Commission Salesperson 2	Commission Salesperson 2	Salesperson 3
☑	**Matrix**	**2100**	**Lily Blouse**		**2030**	**60**	**PCS**	**35,99**		**2.159,40**	**TR**	**% Before ...**	**3,00**	**CE**	**% Before ...**	**1,50**	
☐	Item	21002002	Lily Blouse	Royal Blue,S	2030	10	PCS	35,99		359,90	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
☐	Item	21002003	Lily Blouse	Royal Blue,M	2030	20	PCS	35,99		719,80	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
☐	Item	21002004	Lily Blouse	Royal Blue,L	2030	20	PCS	35,99		719,80	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
☐	Item	21002005	Lily Blouse	Royal Blue,XL	2030	10	PCS	35,99		359,90	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
☑	**Matrix**	**4710**	**Scarlett Shoe**		**2030**	**50**	**PAIR**	**74,00**		**3.700,00**	**TR**	**% Before ...**	**2,00**	**CE**	**% Before ...**	**1,50**	
☐	Item	471000236	Scarlett Shoe	Black,36	2030	5	PAIR	74,00		370,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
☐	Item	471000237	Scarlett Shoe	Black,37	2030	10	PAIR	74,00		740,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
☐	Item	471000238	Scarlett Shoe	Black,38	2030	20	PAIR	74,00		1.480,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
☐	Item	471000239	Scarlett Shoe	Black,39	2030	10	PAIR	74,00		740,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
☐	Item	471000240	Scarlett Shoe	Black,40	2030	5	PAIR	74,00		370,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	

The **General Business Posting Group** for the Customer is *DOMESTIC***.**
The **General Product Posting Group** for both Items is *RETAIL.*
The Unit Price for *2100** is *25,99* GBP per piece, for *4710** is *74,00* GBP per pair.
For *2100** the base sales amount for the commission calculation: *2159,40*
For *4710** the base sales amount for the commission calculation: *3700,00*

After posting these lines, I can see in the Posted Sales Invoice:



Posted Sales Invoice | Work Date: 6-9-2020

103082 · The Surf Shop Ltd.

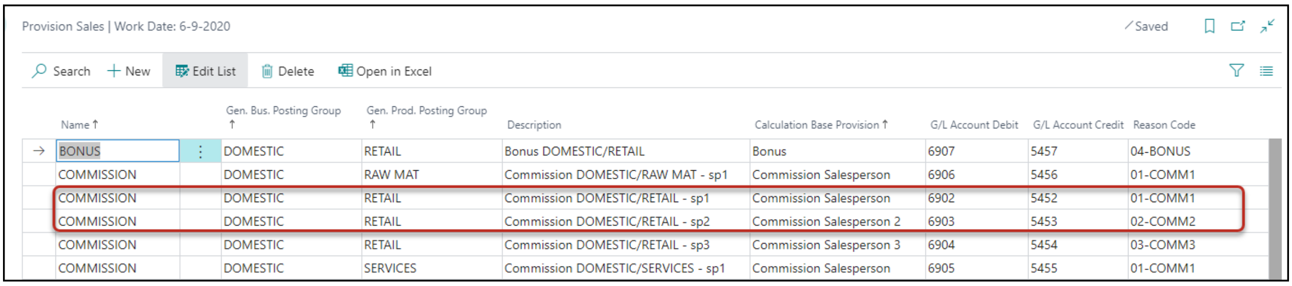
Type	No.	Description	Description 2	Quantity	Unit of Measure Code	Shipment Date	Unit Price Excl. VAT	Line Discount %	Line Amount Excl. VAT	Salesperson	Calculation Base Commission Salesperson	Commission Salesperson	Salesperson 2	Calculation Base Commission Salesperson 2	Commission Salesperson 2	Salesperson 3
Matrix	**2100**	**Lily Blouse**		**60**	**PCS**	**6-9-2020**	**35,99**		**2.159,40**	**TR**	**% Before ...**	**3,00**	**CE**	**% Before ...**	**1,50**	
Item	21002002	Lily Blouse	Royal Blue,S	10	PCS	6-9-2020	35,99		359,90	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
Item	21002003	Lily Blouse	Royal Blue,M	20	PCS	6-9-2020	35,99		719,80	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
Item	21002004	Lily Blouse	Royal Blue,L	20	PCS	6-9-2020	35,99		719,80	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
Item	21002005	Lily Blouse	Royal Blue,XL	10	PCS	6-9-2020	35,99		359,90	TR	% Before Di...	3,00	CE	% Before Di...	1,50	
Matrix	**4710**	**Scarlett Shoe**		**50**	**PAIR**	**6-9-2020**	**74,00**		**3.700,00**	**TR**	**% Before ...**	**2,00**	**CE**	**% Before ...**	**1,50**	
Item	471000236	Scarlett Shoe	Black,36	5	PAIR	6-9-2020	74,00		370,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
Item	471000237	Scarlett Shoe	Black,37	10	PAIR	6-9-2020	74,00		740,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
Item	471000238	Scarlett Shoe	Black,38	20	PAIR	6-9-2020	74,00		1.480,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
Item	471000239	Scarlett Shoe	Black,39	10	PAIR	6-9-2020	74,00		740,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	
Item	471000240	Scarlett Shoe	Black,40	5	PAIR	6-9-2020	74,00		370,00	TR	% Before Di...	2,00	CE	% Before Di...	1,50	

NOTE

The fields regarding **Salesperson (2 or 3), Calculation Base Commission Salesperson (2 or 3)** and **Commission Salesperson (2 or 3)** are not in Page ***133 Posted Sales Invoice Subform*** and must be added via ***Personalize***.

The Provision for the Commission of **Salesperson** *TR* will be calculated as follows:
2159,40 * 3 % and 3700,00 * 2 % = 64,78 and 74,00
The Provision for the Commission of **Salesperson** *CE* will be calculated as follows:
2159,40 * 1,5 % and 3700,00 * 1,5 % = 32,39 and 55,50

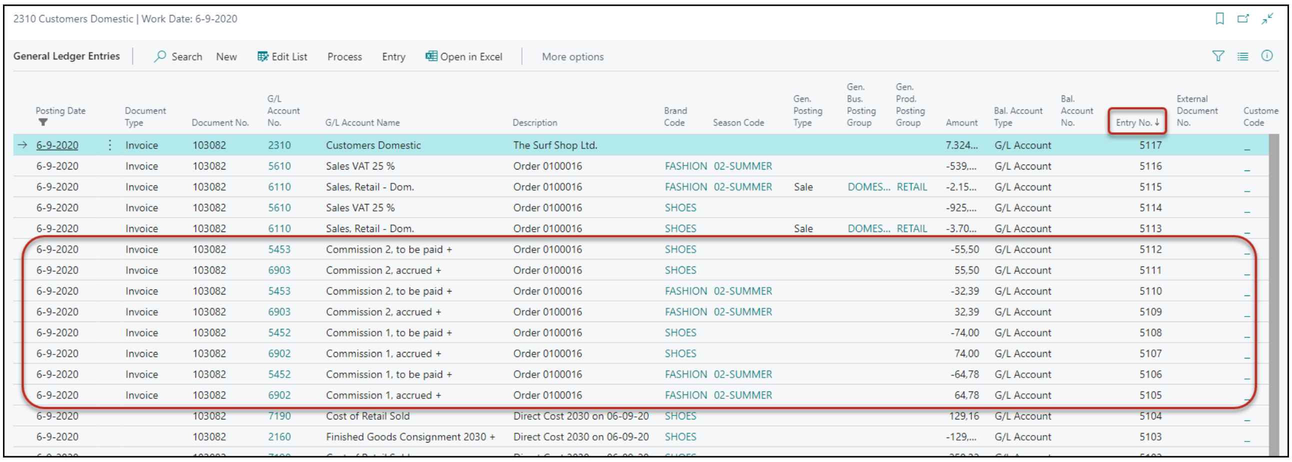
In the **Provision Sales** Lines, I can see to which G/L Accounts the amounts should be posted. This is based on the **Name** *COMMISSION* (the content of the field **Provision Name Commission Salesperson** in the Salesperson cards of *CE* and *TR*), the **General Business Posting Group** *DOMESTIC* of the Customer *2030*, the **General Product Posting Group** *RETAIL* of the Items and the **Calculation Base Provision**:



Provision Sales | Work Date: 6-9-2020

Name ↑	Gen. Bus. Posting Group ↑	Gen. Prod. Posting Group ↑	Description	Calculation Base Provision ↑	G/L Account Debit	G/L Account Credit	Reason Code
BONUS	DOMESTIC	RETAIL	Bonus DOMESTIC/RETAIL	Bonus	6907	5457	04-BONUS
COMMISSION	DOMESTIC	RAW MAT	Commission DOMESTIC/RAW MAT - sp1	Commission Salesperson	6906	5456	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp1	Commission Salesperson	6902	5452	01-COMM1
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp2	Commission Salesperson 2	6903	5453	02-COMM2
COMMISSION	DOMESTIC	RETAIL	Commission DOMESTIC/RETAIL - sp3	Commission Salesperson 3	6904	5454	03-COMM3
COMMISSION	DOMESTIC	SERVICES	Commission DOMESTIC/SERVICES - sp1	Commission Salesperson	6905	5455	01-COMM1

Therefore, clicking ***Invoice, Find Entries,*** and drill-down on the G/L Entries will now show you:
Sort the Lines on **Entry No.**



2310 Customers Domestic | Work Date: 6-9-2020

General Ledger Entries | Search | New | Edit List | Process | Entry | Open in Excel | More options

Posting Date	Document Type	Document No.	G/L Account No.	G/L Account Name	Description	Brand Code	Season Code	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Bal. Account Type	Bal. Account No.	Entry No.	External Document No.	Custome Code
6-9-2020	Invoice	103082	2310	Customers Domestic	The Surf Shop Ltd.						7.324...	G/L Account		5117		_
6-9-2020	Invoice	103082	5610	Sales VAT 25 %	Order 0100016	FASHION	02-SUMMER				-539,...	G/L Account		5116		_
6-9-2020	Invoice	103082	6110	Sales, Retail - Dom.	Order 0100016	FASHION	02-SUMMER	Sale	DOMES...	RETAIL	-2.15...	G/L Account		5115		_
6-9-2020	Invoice	103082	5610	Sales VAT 25 %	Order 0100016	SHOES					-925,...	G/L Account		5114		_
6-9-2020	Invoice	103082	6110	Sales, Retail - Dom.	Order 0100016	SHOES		Sale	DOMES...	RETAIL	-3.70...	G/L Account		5113		_
6-9-2020	Invoice	103082	5453	Commission 2, to be paid +	Order 0100016	SHOES					-55,50	G/L Account		5112		_
6-9-2020	Invoice	103082	6903	Commission 2, accrued +	Order 0100016	SHOES					55,50	G/L Account		5111		_
6-9-2020	Invoice	103082	5453	Commission 2, to be paid +	Order 0100016	FASHION	02-SUMMER				-32,39	G/L Account		5110		_
6-9-2020	Invoice	103082	6903	Commission 2, accrued +	Order 0100016	FASHION	02-SUMMER				32,39	G/L Account		5109		_
6-9-2020	Invoice	103082	5452	Commission 1, to be paid +	Order 0100016	SHOES					-74,00	G/L Account		5108		_
6-9-2020	Invoice	103082	6902	Commission 1, accrued +	Order 0100016	SHOES					74,00	G/L Account		5107		_
6-9-2020	Invoice	103082	5452	Commission 1, to be paid +	Order 0100016	FASHION	02-SUMMER				-64,78	G/L Account		5106		_
6-9-2020	Invoice	103082	6902	Commission 1, accrued +	Order 0100016	FASHION	02-SUMMER				64,78	G/L Account		5105		_
6-9-2020		103082	7190	Cost of Retail Sold	Direct Cost 2030 on 06-09-20	SHOES					129,16	G/L Account		5104		_
6-9-2020		103082	2160	Finished Goods Consignment 2030 +	Direct Cost 2030 on 06-09-20	SHOES					-129,...	G/L Account		5103		_

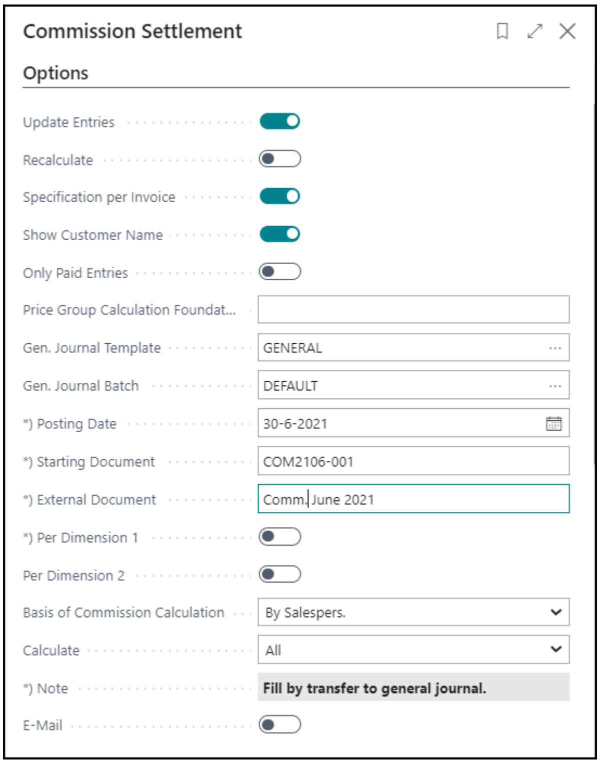
COMMISSION SETTLEMENT

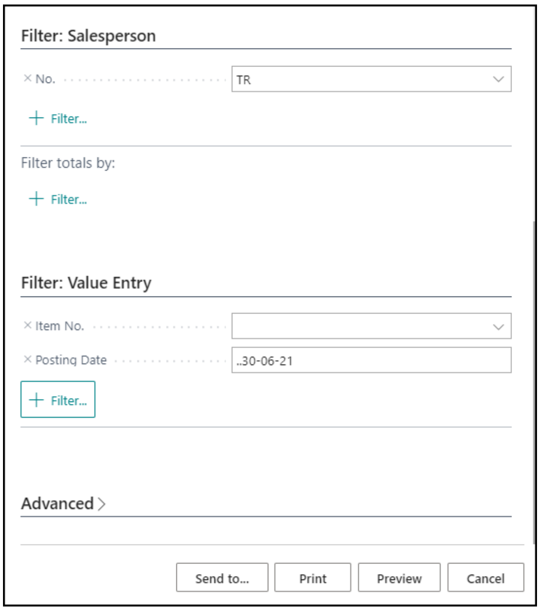
The **Commission Settlement** (via **Tell me** *Commission Settlement*) will give you a report with all the **Value Entries** (that are Sales Invoice/Credit Memo related) per Salesperson including the calculated Commission that would be applicable.

Therefore, it will only be based on sold Items!

It is also able to create Journal Lines to post the Vendor Ledger Entries for the Commission that needs to be paid to the Salespersons. This will however only happen if you click the **Print** button!!

You can filter the Sales Invoices/Credit Memo's that needs to be on the Commission Settlement by using the FastTabs ***Salesperson*** and ***Value Entry***.





DESCRIPTION OF THE OPTIONS

UPDATE ENTRIES

A checkmark in this option means that in the Table ***5802 Value Entries***, the fields **6036971 trm Comm. Settled Salesperson, 6036951 trm Comm. Settled Salesperson 2** and **6036961 trm Comm. Settled Salesperson 3** can get a *Yes* automatically when the Value Entry is **printed** on the Commission Settlement for the Salesperson/Salesperson 2/Salesperson 3.
This also means, that it will not be calculated and printed anymore in a next Commission Settlement.

At the same time per Salesperson, at least two Commission Journal Lines will be created:
The first Line for the Vendor No. of the Salesperson, and the second (third, fourth, etc.) Line for the "Commission Settled", where the G/L Account will be determined via the **General Posting Setup** on basis of the **General Business Posting Group** of the Value Entry (= of the Customer) and the **General Product Posting Group** of the Item in the Value Entries.

> **NOTE**
> A Preview of the Commission Settlement will not change the Value Entries unless you have a checkmark in **E-Mail**, even if you put a checkmark in.
> You really need to print the document (even if it might be to a pdf-file).

RECALCULATE

A checkmark in this option means, that the Commission amounts will be recalculated based on the present settings of the Commission Rates.

> **NOTE**
> This might create a difference between the posted Commission to be paid/accrued that has been posted when posting the Sales Invoice and the calculated Commission on the Commission Settlement.

SPECIFICATION PER INVOICE

A checkmark in this option will print all the Item Lines of a Sales Invoice. Otherwise, you will only see totals per Invoice.

SHOW CUSTOMER NAME

A checkmark in this option will print the Sell-To Customer No. and Name of a Sales Invoice.

ONLY PAID ENTRIES

A checkmark in this option means that only the Sales Invoices that do not have a checkmark anymore in the field **Open** will be on this Commission Settlement.
This means that an Invoice needs to be paid completely; partly paid invoices will not be included.

PRICE GROUP CALCULATION FOUNDATION

An entry in this option means that for all the Item Lines of the Sales Invoices the basis for the Commission will be recalculated based on the **Customer Price Group** that you have entered here.
This will overrule any special prices in the individual Sales Invoices.

GEN. JOURNAL TEMPLATE

If you have a checkmark in **Update Entries** and want to create Commission related Journal Lines, you need to enter a **General Journal Template** for this Commission Journal.

GEN. JOURNAL BATCH

If you have a checkmark in **Update Entries** and want to create Commission Journal Lines, you need to enter a **General Journal Batch** related to the **Gen. Journal Template** for this Commission Journal.

POSTING DATE

If you have a checkmark in **Update Entries** and want to create Commission Journal Lines, you need to enter a **Posting Date** for this Commission Journal Lines.

STARTING DOCUMENT

If you have a checkmark in **Update Entries** and want to create Commission Journal Lines, you need to enter a **Starting Document** Number for this Commission Journal.
For every involved Salesperson, a new Document Number will be determined.

EXTERNAL DOCUMENT

Usually for Purchase Invoices an **External Document** Number is mandatory.
Therefore, if you have a checkmark in **Update Entries** you need to enter an External Document.

PER DIMENSION 1

If you have checkmark in **Update Entries** and you want separate Commission Journal Lines created for the Commission per **Global Dimension 1** of the original posted Sales Invoices, you need to enter a checkmark in this option.

PER DIMENSION 2

If you have checkmark in **Update Entries** and you want separate Commission Journal Lines created for the Commission per **Global Dimension 2** of the original posted Sales Invoices, you need to enter a checkmark in this option.

BASIS OF COMMISSION CALCULATION

With this option you determine if you want to calculate the commission based on the fields in the Posted Sales Invoice or Posted Credit Memo (and that are in the Value Entries as well) or based on the fields that are now (when printing the report) are set in the Salesperson
You can choose between the following options:

By Salesperson	The calculation will use the content of field **Calculation Base Commission** of the Salesperson/Purchaser Card (not the "Commission Rates") with no regards to the field **Calculation Base Commission Salesperson** (+ 2 and 3) in the Sales Lines
By Value Entry	The calculation will use the content of the field **Calculation Base Commission Salesperson** (+ 2 and 3) of the Sales Lines

CALCULATE

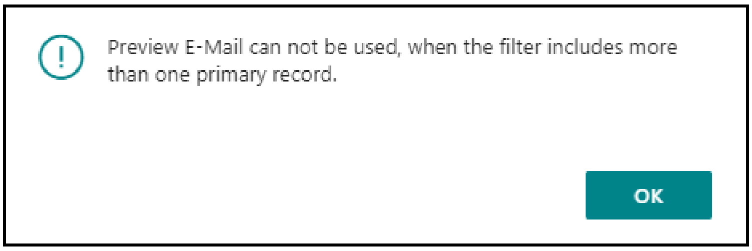
With this option, you determine for which Salespersons you want to calculate the Commission.
You can choose between the following options:

All	The Commission will be calculated for the filtered Salespersons and Value Entries regardless if the Salesperson is the first, second or third Salesperson in a Posted Sales Invoice or Credit Memo
Salesperson	The Commission will only be calculated for the filtered Salespersons and Value Entries if the Salesperson is the **Salesperson** of a Posted Sales Invoice or Credit Memo
Salesperson 2	The Commission will only be calculated for the filtered Salespersons and Value Entries if the Salesperson is the **Salesperson 2** of a Posted Sales Invoice or Credit Memo
Salesperson 3	The Commission will only be calculated for the filtered Salespersons and Value Entries if the Salesperson is the **Salesperson 3** of a Posted Sales Invoice or Credit Memo

E-MAIL

For the report ***6036710 Commission Settlement,*** you can create a TRIMIT E-Mail Template, and this specific report has been adjusted to be able to create and send an E-Mail to the E-Mail Address of the Salesperson (Vendor).
Entering a checkmark in this field will create the E-Mail based on the TRIMIT E-Mail Template for the report ***6036710 Commission Settlement*** and can be send automatically via clicking the **Print** button or the E-Mail can be reviewed first before sending it manually.

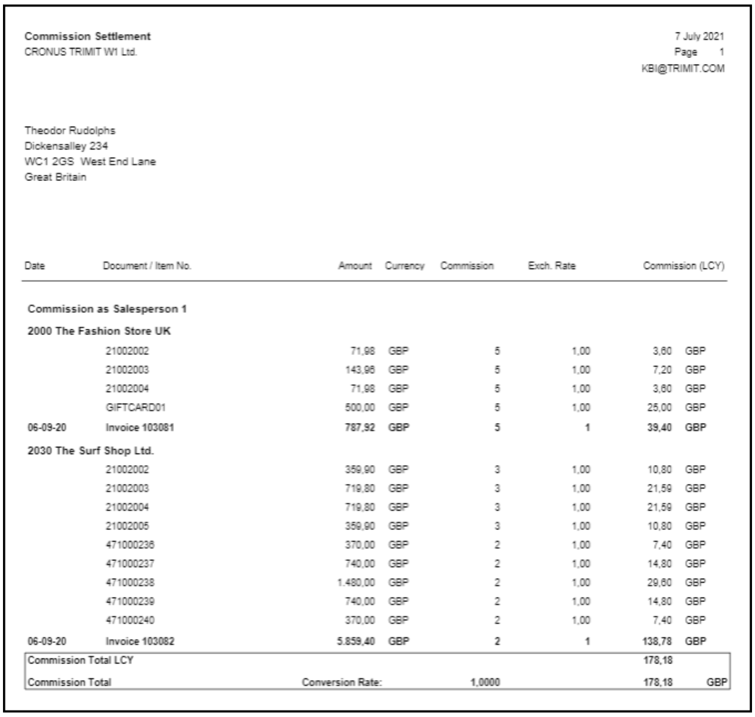
If you do want to send an E-Mail via the TRIMIT E-Mail Template, you can only preview it per Salesperson. If more Salespersons have been selected, you will get an error message after clicking **Preview** button:



You can however print it for many Salespersons at the same time. In that case, for all the Salespersons the E-Mail will automatically be send.

NOTE
If you have a customized report for the Commission Settlement, you need to have specific AL Code in it to make use of the TRIMIT E-Mail functionality.
See the ***White Paper – TRIMIT E-Mail*** for more details.

For the following example, the option fields **Specification per Invoice** and **Show Customer Name** had a checkmark, but **E-Mail** did not have a checkmark.



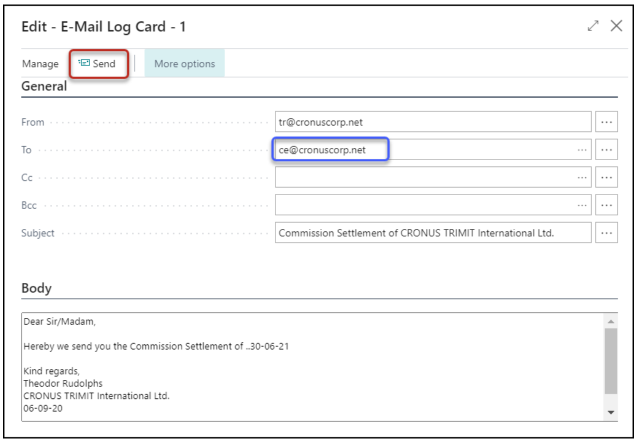
Commission Settlement
CRONUS TRIMIT W1 Ltd.

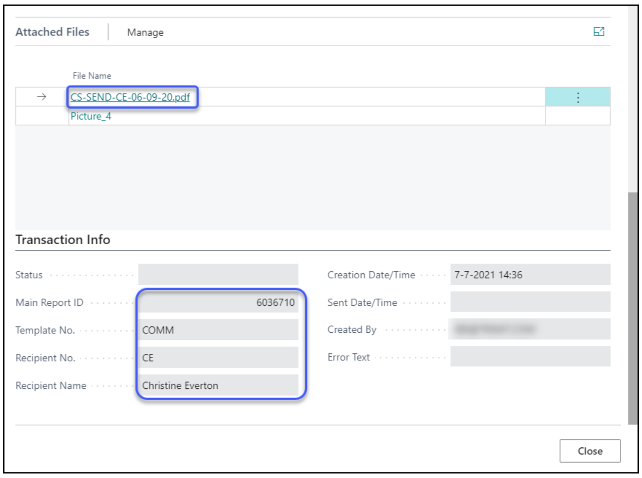
7 July 2021
Page 1
KBI@TRIMIT.COM

Theodor Rudolphs
Dickensalley 234
WC1 2GS West End Lane
Great Britain

Date	Document / Item No.	Amount	Currency	Commission	Exch. Rate	Commission (LCY)	
Commission as Salesperson 1							
2000 The Fashion Store UK							
	21002002	71,98	GBP	5	1,00	3,60	GBP
	21002003	143,96	GBP	5	1,00	7,20	GBP
	21002004	71,98	GBP	5	1,00	3,60	GBP
	GIFTCARD01	500,00	GBP	5	1,00	25,00	GBP
06-09-20	**Invoice 103081**	**787,92**	**GBP**	**5**	**1**	**39,40**	**GBP**
2030 The Surf Shop Ltd.							
	21002002	359,90	GBP	3	1,00	10,80	GBP
	21002003	719,80	GBP	3	1,00	21,59	GBP
	21002004	719,80	GBP	3	1,00	21,59	GBP
	21002005	359,90	GBP	3	1,00	10,80	GBP
	471000236	370,00	GBP	2	1,00	7,40	GBP
	471000237	740,00	GBP	2	1,00	14,80	GBP
	471000238	1.480,00	GBP	2	1,00	29,60	GBP
	471000239	740,00	GBP	2	1,00	14,80	GBP
	471000240	370,00	GBP	2	1,00	7,40	GBP
06-09-20	**Invoice 103082**	**5.859,40**	**GBP**	**2**	**1**	**138,78**	**GBP**
Commission Total LCY						178,18	
Commission Total		Conversion Rate:		1,0000		178,18	GBP

For the following example, the option fields **Specification per Invoice, Show Customer Name** and **E-Mail** had a checkmark, and the button **Preview** was clicked. In that case, you do not get a print, but a preview of the E-Mail.

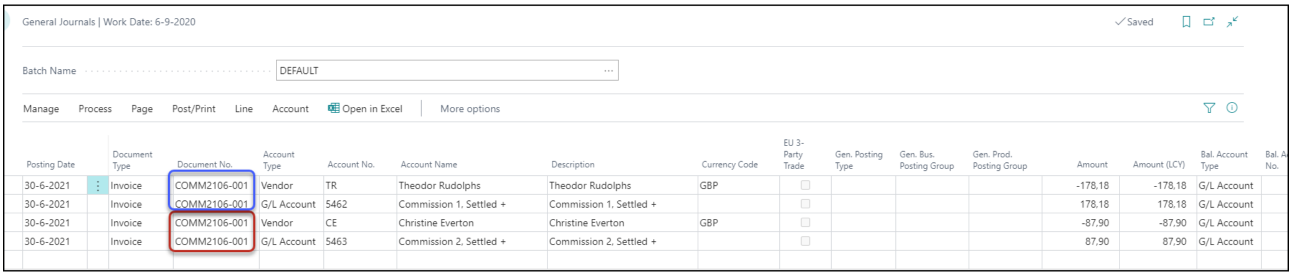




GENERAL (COMMISSION) JOURNAL

If you also have a checkmark in **Update Entries** when printing or sending the Commission Settlement, in the Commission Journal (simply a General Journal), you will create automatically Lines for a Purchase Invoice for the Salespersons Vendor No. and the G/L Accounts will be determined based on the General Posting Setup.

The Commission Journal (via **Tell me** *General Journal* and choosing the right Journal Template and Batch as entered in the Commission Settlement) could look as follows:

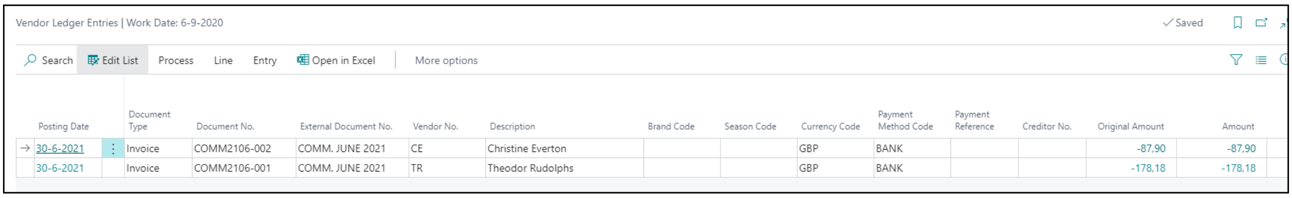


Posting Date	Document Type	Document No.	Account Type	Account No.	Account Name	Description	Currency Code	EU 3-Party Trade	Gen. Posting Type	Gen. Bus. Posting Group	Gen. Prod. Posting Group	Amount	Amount (LCY)	Bal. Account Type	Bal. A No.
30-6-2021	Invoice	COMM2106-001	Vendor	TR	Theodor Rudolphs	Theodor Rudolphs	GBP					-178,18	-178,18	G/L Account	
30-6-2021	Invoice	COMM2106-001	G/L Account	5462	Commission 1, Settled +	Commission 1, Settled +						178,18	178,18	G/L Account	
30-6-2021	Invoice	COMM2106-001	Vendor	CE	Christine Everton	Christine Everton	GBP					-87,90	-87,90	G/L Account	
30-6-2021	Invoice	COMM2106-001	G/L Account	5463	Commission 2, Settled +	Commission 2, Settled +						87,90	87,90	G/L Account	

NOTE

Keep in mind that you need to create the Settlement per Salesperson; otherwise, you need to change the **Document No.** in the Commission Journal manually per Salesperson.
I.e., the last two Lines in the picture above should get *COMM2106-002*.

When posting this General Journal, no Posted Purchase Invoice will be created.
You will only have Vendor Ledger Entries.



Posting Date	Document Type	Document No.	External Document No.	Vendor No.	Description	Brand Code	Season Code	Currency Code	Payment Method Code	Payment Reference	Creditor No.	Original Amount	Amount
30-6-2021	Invoice	COMM2106-002	COMM. JUNE 2021	CE	Christine Everton			GBP	BANK			-87,90	-87,90
30-6-2021	Invoice	COMM2106-001	COMM. JUNE 2021	TR	Theodor Rudolphs			GBP	BANK			-178,18	-178,18