# Minimum Viable Product (MVP) – ICLens

## 1. Data Ingestion and Validation

Ingest input files and run sanity checks and validation of these files. Highlight any data sanity check failures and stop the process if necessary.

### Tasks and Sub-tasks

* - Build file ingestion module to accept sales, alignment, quota, and IC plan data.
* - Implement validation rules for each file type (e.g., missing values, format checks).
* - Log and report validation errors with user-friendly messages.
* - Stop execution if critical validation fails.

## 2. IC Plan Selection

Ask the user which IC plan they want to run. Provide options to choose plans at product, team, and role levels. These plans and business rules are preconfigured.

### Tasks and Sub-tasks

* - Create UI for IC plan selection with filters for product, team, and role.
* - Load preconfigured IC plans and rules from database.
* - Validate user selection and store chosen plan for execution.

## 3. IC Payout Calculation and Storage

Based on user input, calculate IC payouts at the Rep-Territory level and store the results for future use.

### Tasks and Sub-tasks

* - Apply IC plan rules to validated sales data.
* - Calculate payouts using quota, target pay, and payout curves.
* - Store calculated payouts in a structured database.
* - Ensure traceability and audit logs for each calculation.

## 4. Insights and Analytics

Run insights and analytics on the sales data ingested and the IC payout data calculated. All interim data should be available for insights.

### Tasks and Sub-tasks

* - Develop analytics engine to process sales and payout data.
* - Generate insights such as top-performing reps, territory effectiveness, and payout distribution.
* - Enable drill-down capabilities for interim data.