Pricing Model

Commission Calculation

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Calculation Rules

1 General commission

Achieve the quarter sales target 50,000 ?

➜ Yes Does the total actual price > the total target price ?

   ➜ Yes If > 30% of the total target price ➜ Get 20% of the total actual price

   If < 30% of the total target price ➜ Get 10% of the total actual price

   ➜ No Get 5% of the total actual price

➜ No Does the total actual price > the total target price ?

   ➜ Yes If > 30% of the total target price ➜ Get 3% of the total actual price

   If < 30% of the total target price ➜ Get 2% of the total actual price

   ➜ No Get 1% of the total actual price

Calculation Rules

2 <u>Bonus commission : high-priced bonus</u>

for (OrderItems in the Order)
If the target price of the oi > 30,000 ➜ Get 500 for each oi

3 <u>Bonus commission : high-quantity bonus</u>

for (OrderItems in the Order)
If the quantity of the oi > 5 ➜ Get 200 for each oi

4 <u>Bonus commission : large order bonus</u>

If the total number of oi > 5 ➜ Get 200 for the order

Calculation Rules

5 <u>Bonus commission : product promotion bonus</u>

for (OrderItems in the Order)
If the oi is on promotion(true) ➜ Get 15% of the total actual price for each oi
If the oi is not on promotion(false) ➜ No commission awarded

6 <u>Bonus commission : order threshold bonus</u>

If the total actual price of Order > 100,000 ➜ Get 5% of the order
If the total actual price of Order > 500,000 ➜ Get 10% of the order
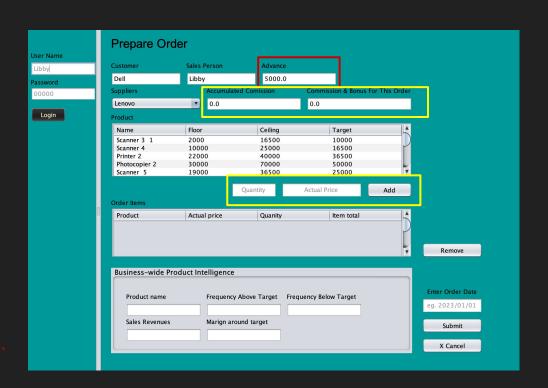
Extra Features

Others :

Advance:

If the sales person has an advance, it will be subtracted from the total commission regardless of whether the commission is more or less than the advance.

Dynamic Real time calculation:

The calculation is done automatically as the order items are added to the cart. The sales person is able to view the total commission during the negotiation process.
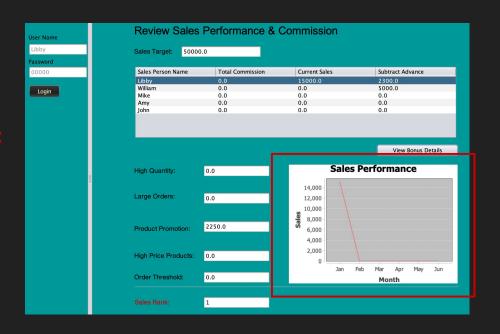
Extra Features

Others :

Sales Performance Chart (View Panel):
Displaying the sales performance
of a salesperson overtime in months.
So the sales person can learn the growth
and decay of the sales performance.

DEMO