

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 Bonus commission : high-priced bonus

for (OrderItems in the Order)

If the target price of the oi > 30,000 → Get 500 for each oi

3 Bonus commission : high-quantity bonus

for (OrderItems in the Order)

If the quantity of the oi > 5 → Get 200 for each oi

4 Bonus commission : large order bonus

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

Calculation Rules

5 Bonus commission : product promotion bonus

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 Bonus commission : order threshold bonus

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.

User Name
Libbyj

Password
00000

Login

Prepare Order

Customer
Dell

Sales Person
Libby

Advance
5000.0

Suppliers
Lenovo

Accumulated Commission
0.0

Commission & Bonus For This Order
0.0

Product

Name	Floor	Ceiling	Target
Scanner 3 1	2000	16500	10000
Scanner 4	10000	25000	16500
Printer 2	22000	40000	36500
Photocopier 2	30000	70000	50000
Scanner 5	19000	36500	25000

Quantity

Actual Price

Add

Order Items

Product	Actual price	Quantity	Item total
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Remove

Business-wide Product Intelligence

Product name
Sales Revenues

Frequency Above Target
Margin around target

Frequency Below Target

Enter Order Date
eg. 2023/01/01

Submit

X Cancel

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