

## Commission Record

This document summarizes the setup of the commission report of sales rep Partners. It works using a scheduled script, where it lists a sales rep partner's Tracfone, sim sale, activation bonus, airtime bonus, warehouse, and miscellaneous commissions and their total commission respectively. It shows the current user's commission report on their homepage when they log in.

The navigation for this section is **List > Custom > Commission Record**.

Commission Record List

VIEW

Custom commission record Default

Edit View

New Commission Record

LIST

SEARCH

AUDIT TRAIL

FILTERS

SHOW INACTIVES

EDIT

QUICK SORT

TOTAL: 23

NEW	INACTIVE	EDIT   VIEW	INTERNAL ID	SALES REP PARTNER	MONTH	TRACFONE ACTIVATION COMMISSION	SIM SALE COMMISSION	WAREHOUSE COMMISSION	HANDSET COMMISSION	MARKETPLACE SIM CARD COMMISSION
No		Edit   View	35	168 Connie Gomez	August	114.45	39.35	14.1	0.0	0
No		Edit   View	34	97 Maria Villegas	August	0	0.0	0.0	0.0	0
No		Edit   View	33	127 David (Mohammed) Zaza : Amir Sidhom	August	243.45	0.0	5.8	0.0	0
No		Edit   View	32	149 Waleed Hezam : Deshawn Lee	August	97.95	0.0	15.75	0.0	0
No		Edit   View	31	146 Carolina Guzman	August	0	0.0	0.0	0.0	0
No		Edit   View	30	102 jsmmy	August	0	0.0	0.0	0.0	0
No		Edit   View	26	172 Bryan Ware	August	78.90	0.0	0.5	0.0	0
No		Edit   View	25	23 Emeline Falcon	August	0	0.0	0.0	179.26	0
No		Edit   View	24	152 David (Mohammed) Zaza : Mohd Shewalter	August	190.45	0.0	3.9	0.0	0
No		Edit   View	23	74 David (Mohammed) Zaza : Addisalem Kifle	August	219.15	0.0	11.1	0.0	0

This will list the commission of Each Sales Rep Partner for the last month. The schedule script will update the commissions on each month.

There are several kinds of Commissions are available for a sales rep partner, such as Tracfone Activation, Sim sale, Warehouse, Marketplace Sim sale card, Handset, Air time bonus, Activation bonus and Miscellaneous Commissions. Each section has different formula for calculating the commission. Each of these are different custom records and it stores the commission details.

### Sales Rep Partner

For a sales rep partner record, they have a **Class** and **MM Commission Profile** values. The commission is calculated based on these values. There are 5 kinds of classes are available now;

- New York
- North Carolina
- Virginia
- Illinois
- Texas

Likewise, there are 3 kinds of MM Commission Profile Values are available.

- Regular Marketing Manager
- Regional Manager
- National Manager

These values are like a division of a structure. I.e; Each of these is coming under another. **Regular Marketing Manager** is the lowest position. **Regional Manager** is the second highest level and the **National Manager** is the Highest position of these Sales rep Partners.

Each Regular Marketing manager should have a sale of a minimum quantity of products to get the commission. If they have sold a lesser number of products than the threshold quantity, they won't have any commission. The Commission Amount will be changed according to the quantity sold. This minimum amount will be changed according to the Commission Profile of the sales rep partner. I.e; a Regional Marketing manager should have a minimum quantity than a Regular Marketing manager should have. In the case of National Managers, the minimum quantity will be higher than the others.

As previously said, there are different kinds of commissions are available. Each section has a different commission rate. These rates can be viewed on the Sales rep partner's **Vidpay/ Netsuite Commission Rates** subtab.

Market Manager		
NAME Connie Gomez		
Email   Phone   Address		
EMAIL Connie.Gomez@megatelwireless.com	MOBILE PHONE	ADDRESS
ALT. EMAIL	HOME PHONE	
PHONE	FAX	
Classification		
SUBSIDIARY Megatel Wireless Inc	CLASS Virginia	LOCATION MEGA - MD : Connie_Gomez
DEPARTMENT Sales Dept		
Relationships	Communication	Address
Financial	System Information	Samsara Prospect
Vidpay/Netsuite Commission Rates		
Vidapay Commission Rates •	Netsuite Sales Commission •	TracFone Activation Rates • Bonus •
BRANDED QTY < 601 500 BRANDED PAYOUT RATE TIER 1 5.0% BRANDED QTY > 600 501 BRANDED PAYOUT RATE TIER 2 10.0%	MARKETPLACE QTY < 601 500 MARKETPLACE PAYOUT RATE 1 % 5.0% MARKETPLACE QTY > 600 501 MARKETPLACE PAYOUT RATE TIER 2 % 10.0%	WAREHOUSE QTY <601 500 WAREHOUSE PAYOUT RATE 1 5.0% WAREHOUSE QTY > 600 501 WAREHOUSE PAYOUT RATE 2 10.0%

Each section will have different threshold quantity and different commission rate.

## Tracfone Activations

Tracfone has several Activation tiers on its record. The commission rate is based on the activation tier. Total commission of a sales rep partner for TracFone is calculated by

**Total number of products sold \* Tier commission rate**

Different activation tiers available are

- AR

- ELITE
- EXCLUSIVE
- MEMBER
- PRO

Tracfone activation commission rate can be viewed on the **Vidpay/ Netsuite Commission Rates** subtab of the Sales rep partner

Sales Dept

Relationships	Communication	Address	Financial	System Information	Samsara Prospect	Vidpay/Netsuite Commission Rates
Vidapay Commission Rates •	Netsuite Sales Commission •	TracFone Activation Rates •	Bonus •			
TRAC ACTIVATION RATE (AR) 0.10						TRACFONE ACTIVATION RATE (ELITE) 0.50
TRAC ACTIVATION RATE (MEMBER) 0.15						TRACFONE ACTIVATION RATE (EXECUTIVE) 0.00
TRAC ACTIVATION RATE (PRO) 0.40						TRAC ACTIVATION RATE (EXCLUSIVE) 0.75

## Sim Sale Commission

This section will calculate the commission of Sim card sales of a sales rep partner. This commission is calculated by

**Total number of Items sold \* Commission Rate**

Commission rates of this section is on the **Netsuite Sales Commission** section of **Vidpay/ Netsuite Commission Rates** subtab of the Sales rep partner.

Relationships	Communication	Address	Financial	System Information	Samsara Prospect	Vidpay/Netsuite Commission Rates
Vidapay Commission Rates •	Netsuite Sales Commission •	TracFone Activation Rates •	Bonus •			
SIM CARDS TIER 1 600.00		AIRTIME TIER 1 125.00				MERCHANT SVC TEIR1-9 35.00
SIM TIER 1 RATE 0.05		AIRTIME TIER 1.5 125.00				MERCHANT SVC TEIR 10+ 75.00
SIM CARDS TIER 2 1,800.00		AIRTIME TIER 2 150.00				NEW DOOR ADD 1-3 20.00
SIM TIER 2 RATE 0.10		AIRTIME TIER 2.5 150.00				NEW DOOR ADD 4+ 35.00
MARKETPLACE SIM CARDS TIER 1		AIRTIME TIER 3 250.00				TOTAL CREDIT CARD (PM) 0
MARKETPLACE SIM CARDS TIER 1 RATE		AIRTIME TIER 3.5 250.00				TOTAL NEW DOORS ADDED (PM) 1
MARKETPLACE SIM CARDS TIER 2						
MARKETPLACE SIM CARDS TIER 2 RATE						

Edit Back Actions

On the following example, we could say that, if the sales rep partner has sold minimum of 600 items or below 1800, then the commission rate will be 0.05. ie; total sold items are between 600-1800, the commission rate will be 0.05. If it is higher than 1800, then it will be 0.10. If the total quantity is lesser than 600, there won't be any commission.

## Warehouse Commission

1. Branded Handset search
2. Marketplace Sales search
3. Transaction Search and
4. QPay Market place search

## Handset Commission

**Total number of Products sold \* Commission rate**

Relationships	Communication	Address	Financial	System Information	Samsara Prospect	Vidpay/Netsuite Commission Rates
Vidapay Commission Rates • Netsuite Sales Commission • TracFone Activation Rates • Bonus •						
BRANDED QTY < 601 500		MARKETPLACE QTY < 601 500		WAREHOUSE QTY < 601 500		
BRANDED PAYOUT RATE TIER 1 5.0%		MARKETPLACE PAYOUT RATE 1 % 5.0%		WAREHOUSE PAYOUT RATE 1 5.0%		
BRANDED QTY > 600 501		MARKETPLACE QTY > 600 501		WAREHOUSE QTY > 600 501		
BRANDED PAYOUT RATE TIER 2 10.0%		MARKETPLACE PAYOUT RATE TIER 2 % 10.0%		WAREHOUSE PAYOUT RATE 2 10.0%		

This commission is calculated by

The commission rate is available on the Marketplace Sim card tier and Rate fields on the **NetSuite Sales Commission** section.

Sales Dept						
Relationships	Communication	Address	Financial	System Information	Samsara Prospect	Vidpay/Netsuite Commission Rates
Vidapay Commission Rates •		Netsuite Sales Commission •		TracFone Activation Rates • Bonus •		
SIM CARDS TIER 1		AIRTIME TIER 1		MERCHANT SVC TEIR1-9		
600.00		125.00		35.00		
SIM TIER 1 RATE		AIRTIME TIER 1.5		MERCHANT SVC TEIR 10+		
0.05		125.00		75.00		
SIM CARDS TIER 2		AIRTIME TIER 2		NEW DOOR ADD 1-3		
1,800.00		150.00		20.00		
SIM TIER 2 RATE		AIRTIME TIER 2.5		NEW DOOR ADD 4+		
0.10		150.00		35.00		
MARKETPLACE SIM CARDS TIER 1		AIRTIME TIER 3		TOTAL CREDIT CARD (PM)		
		250.00		0		
MARKETPLACE SIM CARDS TIER 1 RATE		AIRTIME TIER 3.5		TOTAL NEW DOORS ADDED (PM)		
		250.00		1		
MARKETPLACE SIM CARDS TIER 2						
MARKETPLACE SIM CARDS TIER 2 RATE						

## Airtime Bonus & Activation Bonus

The commission rate is available on the **Bonus** section.

sales rep

Relationships	Communication	Address	Financial	System Information	Samsara Prospect	Vidpay/Netsuite Commission Rates
---------------	---------------	---------	-----------	--------------------	------------------	----------------------------------

Vidapay Commission Rates • Netsuite Sales Commission • TracFone Activation Rates • **Bonus •**

AIR BONUS TIER 1 200,000	ACTIVATION BONUS 25% 75	CREDIT CARD BONUS TIER 0
AIR BONUS TIER 2 400,000	ACTIVATION BONUS 50% 150	MISCELLANEOUS ADDITIONS 0.00
AIR BONUS TIER 3 500,000	ACTIVATION BONUS 70% 250	<input checked="" type="checkbox"/> IS COMMISSIONABLE

Edit | Back | Actions

Rate is calculated according to the tiers.

## Miscellaneous Additions

This is the sum of Airtime Bonus and the Activation Bonus of a sales rep partner.

## Related Scripts

- [JJ SS MTW 329 Commision Report](#)

**Note:** The above script is a scheduled script. Currently it is not scheduled. This script needs to be executed manually on every month. It is usually done by the client. If the client needs any help, we need to execute it.

## Record Setup

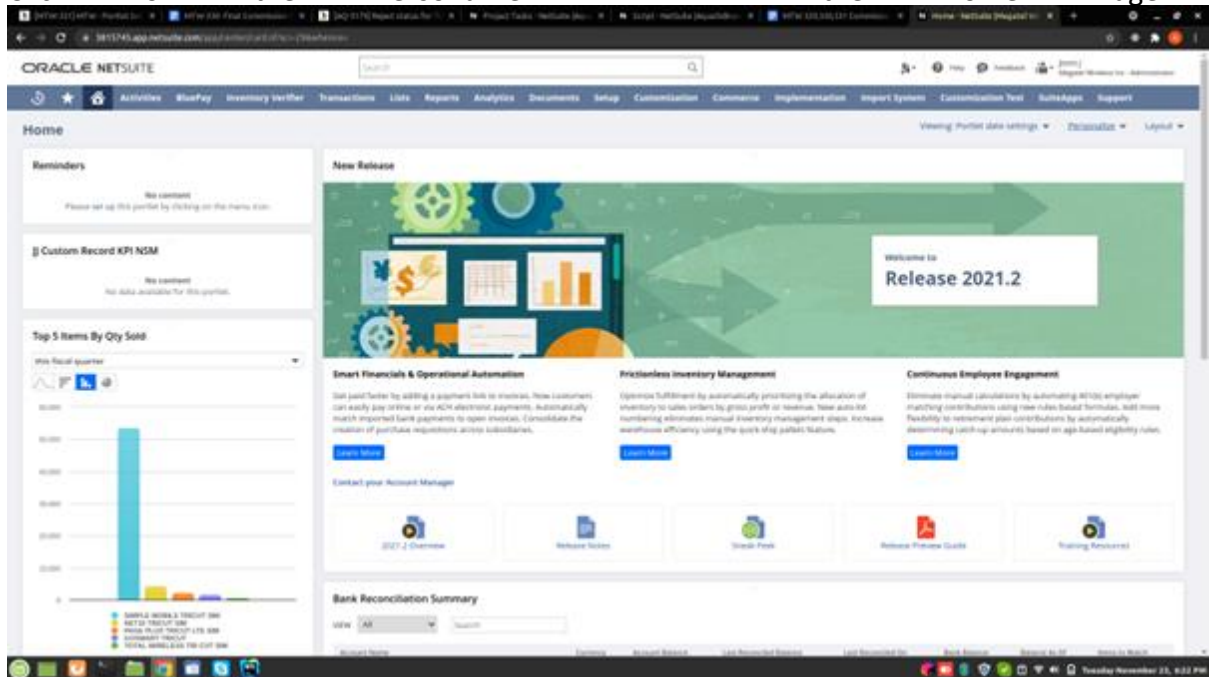
The custom record is actually created for each Sales rep partner and currently, we haven't done anything for restricting duplicate record creation. Ie; now, we could create more than one record for a sales rep partner. So, don't create multiple records for a sales rep partner.

## Portlet Setup

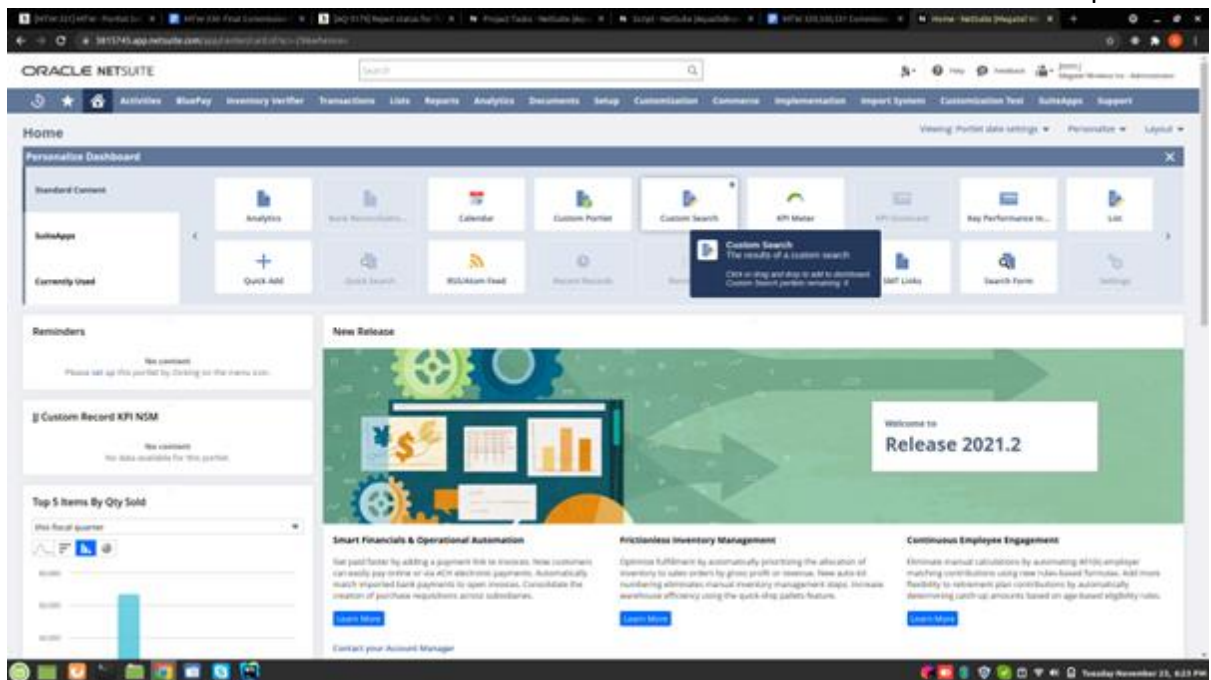
There is a portlet setup is created on the Dashboard to show the commission report of the logged sales rep partner. We've used a portlet script and a saved search for this setup.

Following are the steps to setup a portlet

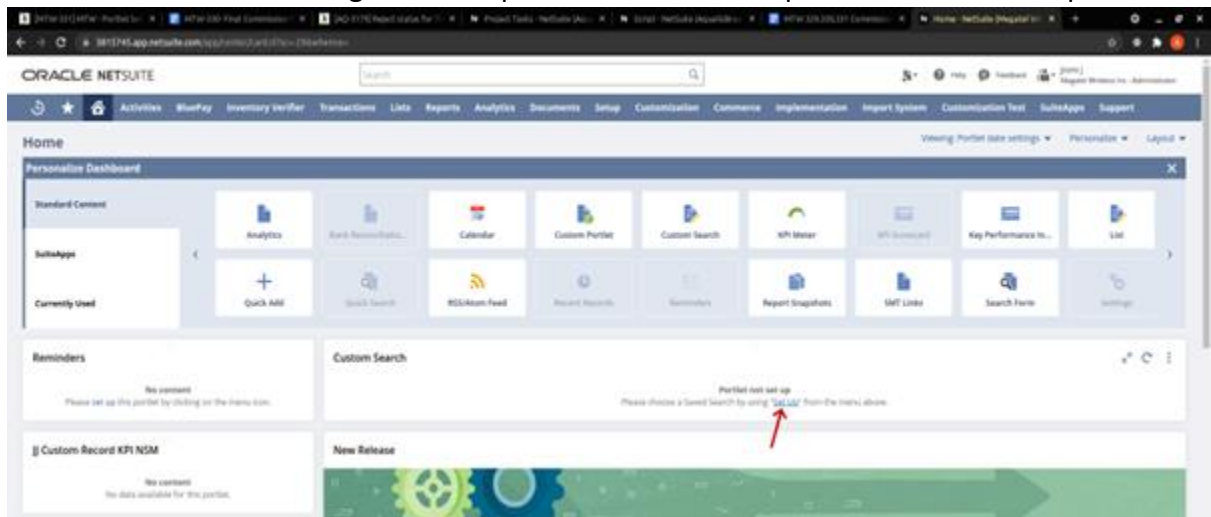
1. Click on the Personalize link in the Home Page



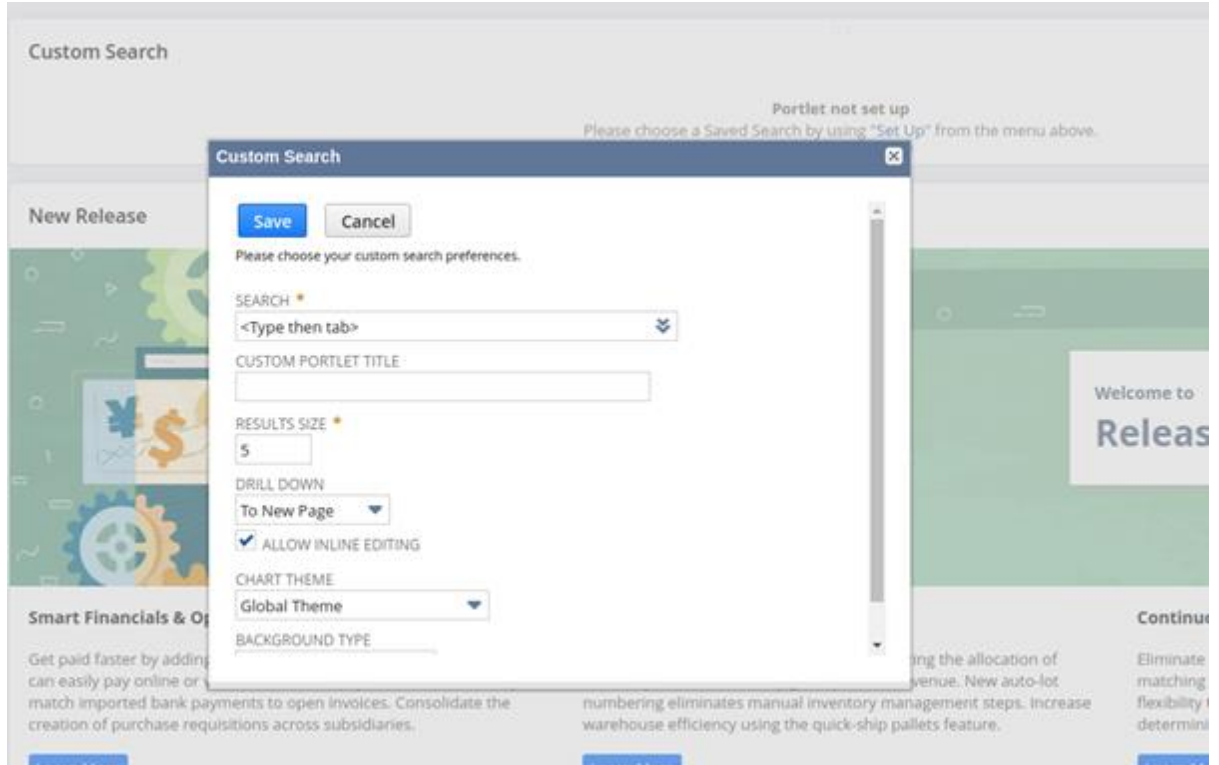
2. Click 'Custom Search' option



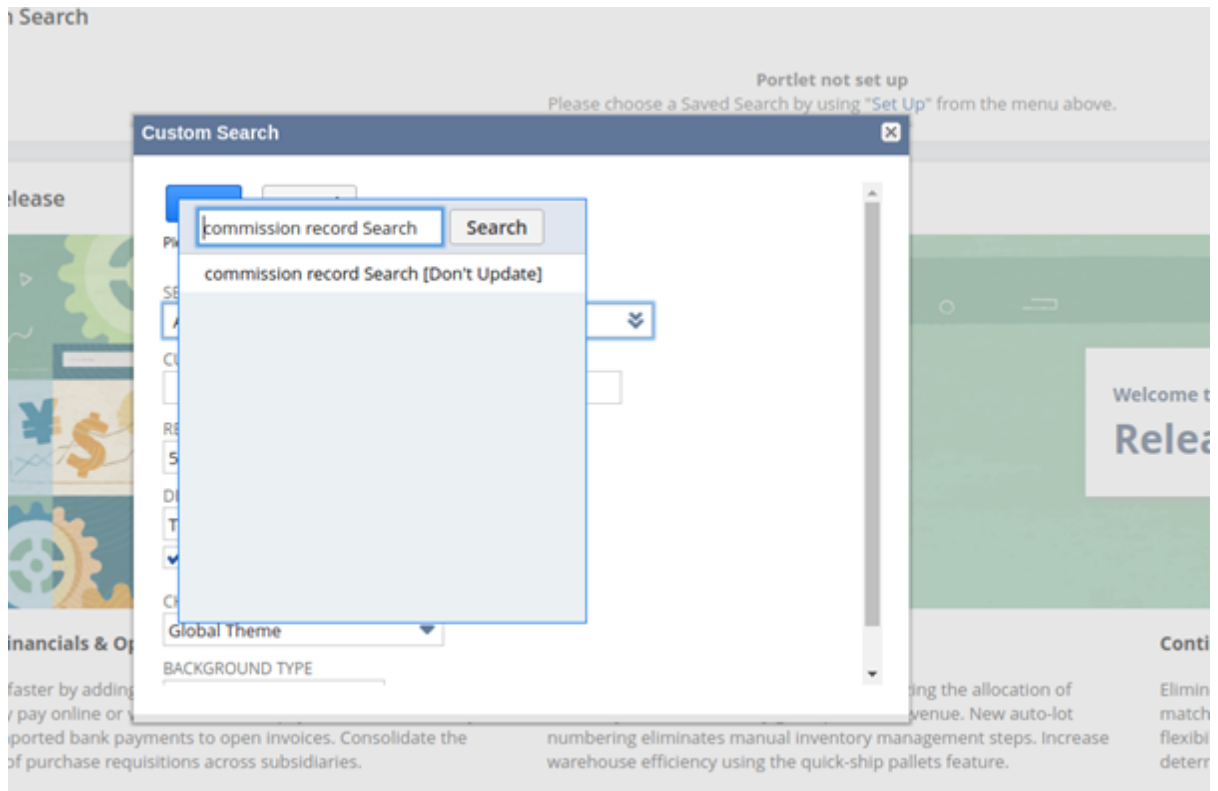
3. Then a new Portlet Page will Populate under the options. Click 'Set Up' link



4. A Popup window will open



5. From that select the search 'Commission record Search'





6. Then give a Suitable Title for the Portlet

Please choose a Saved Search by using "Set Up" from the top right corner.

### Custom Search

[Save](#) [Cancel](#)

Please choose your custom search preferences.

SEARCH <sup>★</sup>  
commission record Search [Don't Update]

CUSTOM PORTLET TITLE  
 ←

RESULTS SIZE <sup>★</sup>

DRILL DOWN

☒ ALLOW INLINE EDITING

CHART THEME

BACKGROUND TYPE

7. Portlet will be Shown in the Homepage

ORACLE NETSUITE

Activities | BlueRay | Inventory | Verifier | Transactions | Lists | Reports | Analytics | Documents | Setup | Customization | Commerce | Implementation | Import Systems | Customization Tool | SuiteApps | Support

Viewing Portlet date settings | Personal | Layout

### Home

**Reminders**  
No content  
Please set up this portlet by clicking on the menu icon.

**Custom Record KPI NSM**  
No content  
No data available for this period.

**Top 5 Items By Qty Sold**  
This fiscal quarter

**Commission Report**  
TOTAL: 1

	Sales Rep Partner *	Truckfare	Net Sales	Warehouse Commission	Hardware Commission	Net Total Bonus	Referral Bonus
	100 Carina Games	\$35.00	236.8	188.8	0.0	228	0

**New Release**

Welcome to  
**Release 2021.2**

**Smart Financials & Operational Automation**  
Get paid faster by adding a payment link to invoices. Now customers can easily pay online or via ACH electronic payments. Automatically match imported bank payments to open invoices. Consolidate the creation of purchase requisitions across subsidiaries.  
[Learn More](#)

**Frictionless Inventory Management**  
Optimize fulfillment by automatically prioritizing the allocation of inventory to sales orders by gross profit or revenue. Now auto-ship numbering eliminates manual inventory management steps. Increase warehouse efficiency using the quick ship pallets feature.  
[Learn More](#)

**Continuous Employee Engagement**  
Eliminate manual calculations by automating direct employer matching contributions using new rules-based formulas. Add more flexibility to retirement plan contributions by automatically determining catch-up amounts based on age-based eligibility rules.  
[Learn More](#)

Contact your Account Manager

Related Script: [JJ PL Commission Report MTW-337.js](#)

**Related Saved Search:** [commission record Search \[Don't Update\]](#)

## Commission Report

This section lists the commission report of the sales rep partners. By default, it lists the commission details of the previous month of every sales rep partner. There are 2 filters available on this. Users could list it according to any particular sales rep partner or they could list the commission report of a particular date range. It was already existing work and an update that the client has mentioned is adding a new section Marketplace SIM card commission.

## Import System

This section is used for importing the product details that are sold by sales rep partners. This section includes several sections to import the products. Navigation for this section is **Import system > Import system > Import system**. In this section also an addition that the client has mentioned is to import marketplace sim products.