# Introduction

The application is meant to be used to calculate the incentives of direct sales teams. Every team of X number of agents will have a target, and each agent will have an individual target. Target should be set for a period of time (From 🡪 To). Every agent on weekly basis will visit the office and deliver his signed contract, whereas the sales manager will input these contracts on system. Accordingly, and based on the set target, the system will calculate the incentive to be paid for each agent, and accordingly calculate the incentive to be paid per team as a bonus.

# Teams

**TeamID**, Team Name, Location (Should be a dropdown: Benghazi, Tripoli, Other)

# Salesmen

We create the salesman profile by inserting the following:

**SalesmanID**, **TeamID**, Name, Mobile#, BCD Account number, EVO app ID, National ID number

# Contracts

**SalesmanID,** **ContractID**, Contract Type (Dropdown: Subagent, Merchant, Both), Company name, Type of Business (Dropdown), Owner name, Owner mobile#, Company mobile#, Contact person name, Contact person mobile#, BCD Account Number (Optional), Number of branches (Minimum 1), PDF Document upload.

# Branches

**ContractID,** BranchID, Branch name, Branch Phone#, City (Dropdown), Location X (Decimal 7 digits), Location Y (Decimal 7 digits)

# Targets

Period (From - To)

Number of Contract (Per type) **per team, total amount in LYD if target is met**

Number of Contract (Per type) **per salesman, amount in LYD per contract**

Number 1 salesman bonus amount (In LYD) **amount in LYD**

# Reports

* Contracts Report: per period, per branch, per branch city, per team, per salesman
* Compensation report: Per period, per team, per salesman, including amount to be paid for salesman, for team, and bonus for number 1 salesman.

This report upon extraction, should calculate (per period) the amount to be paid for each salesman, and for each team if target is met.

# Access levels

* Admin – Full Access
* Sales Manager – Full Access (Cannot delete/edit admin)
* Salesman – Can only add new contracts and new branches. (Cannot view, cannot edit, cannot delete)