FUNCTIONAL SPECIFICATION DOCUMENT

FOR

DSA SALES INCENTIVE IN PAYPROMPT

DOCUMENT VERSION 0.~~9~~85

~~3121~~22-~~Dec~~Jan-2~~5~~4

AUTHORS

Name
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DOCUMENT HISTORY

Date	Version	Document Revision Description	Document Author
12-Oct-24	0.1	Draft document based on NCL BRD	Kumar
21-Dec-24	0.2	Updated based on revised BRD	Kumar
27-Dec-24	0.3	Include LAS functionality	Kumar
28-Dec-24	0.4	Include EL, MFI functionality	Kumar
31-Dec-24	0.5	Include TW functionality and other updates based on Ops discussion	Kumar
13-Jan-25	0.6	Review comments from IT and feedback from users	Kumar
20-Jan-25	0.7	Updates based on user feedback	Sumiran
21-Jan-25	0.8	Updates based on user feedback	Kumar
22-Jan-25	0.9	Review meeting with users	Kumar

APPROVALS

Approval Date	Approved Version	Approver Role	Approver

DSA SALES INCENTIVE IN PAYPROMPT

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DSA SALES INCENTIVE IN PAYPROMPT

1. Introduction

To automate the complete DSA ~~incentives~~ Payout process to reduce the manual efforts and optimize the process and time. This will act as a system for calculating DSA Incentives and it will also provide the workflow starting from incentive calculation till payment confirmation. This system will be a face for all stakeholders such as Sales Team, Ops team, Finance team~~, Banking team~~ and Product Team.

1.1 Purpose of the document

The Functional Specification Document is a document that provides detailed information on how the system solution will function and the requested behavior. This document is created based on ~~the high-level requirements~~ identified in the Business Requirements Document and provides traceability on the functional specifications back to the business requirements. Included in this document will be the detailed functional requirements including use cases, system inputs and outputs, process flows, diagrams, and mock ups.

1.2 Scope of the document

This implementation covers the Payout for the following products:

- NCL
- EL
- TW
- MFI
- LAS

1.3 Related documents

Component	Name	Description
BRD	BRD_SalesDSA_Payout_NCL_V0.5.pdf	BRD for NCL
BRD	BRD - TW DSA Payout Digitisation_V10.pdf	BRD for TW
BRD	BRD_SalesDSA_Payout_MF_V0.5.docx	BRD for MFI
BRD	Business Requirement Document Education Loan V9	BRD for EL
BRD	_BRD_SalesDSA_Payout_LAS_V0.3.pdf	BRD for LAS

1.4 Terms/Acronyms and Definitions

Term/Acronym	Definition	Description
BRD	Business Requirement Document	
FSD	Functional Specification Document	
NCL	New Car Loan	
EL	Education Loan	
MFI	Micro Finance	
TW	Two-Wheeler	
LAS	Loan against securities	

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1.5 Risks and Assumptions

- Workflow / Reports / Invoice / SAP File / Screen layouts / Screen data points will be same across all the products.
- ~~Each product will have a separate single input file.~~
- ~~Workflow / Calculations will run separately for individual product~~
- ~~A user will have a single role but can have access to one or more products. The same will be maintained via user profile screen~~
- ~~All files uploaded in the system will be in .xlsx format~~

•

2. System/ Solution Overview

The following are high level goals for solution

- Ease of use
- TAT reduction
- Auditability
- Alerts and Communications

2.1 Interface Diagram/ Data Flow Diagram, Application Screen Flow, Process Flow

2.1.1. Process Flow
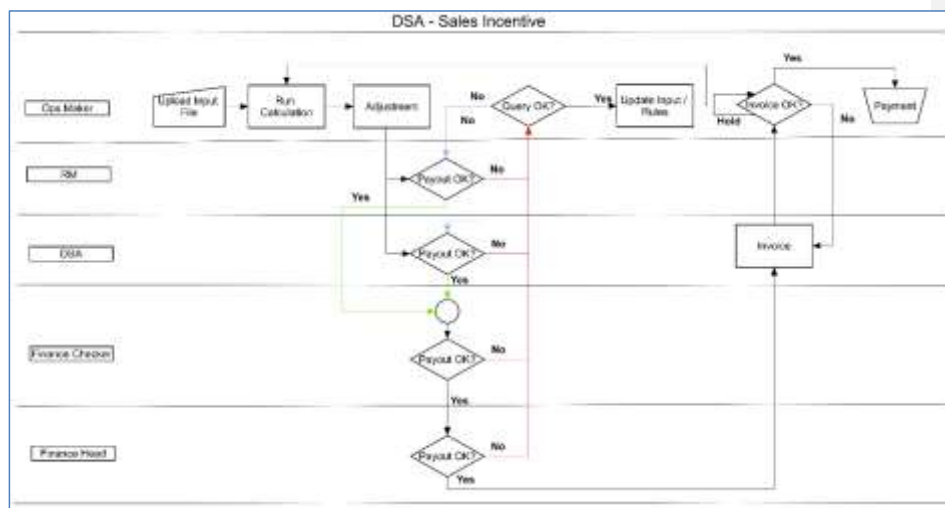
2.1.2. Process Description

- Ops Maker will upload the Transaction Input File in PayPrompt. System should also have ability to read the Transaction Input Files, generated in DataLake, from a file stored in SFTP location
- Ops Maker will initialize the payout computation
- Data upload and Payout calculation will happen as-on-date. System will provide flexibility to upload data on individual dates and run the calculations on those dates. User can upload Monthly / Weekly / Daily or any frequency data as-on-date and run the calculations
- Workflow / Calculations will run separately for individual product

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- Invoices (Tasks) will be generated at **DSA Code-State Code-Product-Date** level
- Once the payout is computed, the Ops Maker will review the data and add *Adjustments*, if required
- In case of any issues, Ops Maker will cancel Payout, upload the data again and reinitiate the process
- Once the Ops Maker approves it, Invoices (Tasks) will go RM and DSA together.
- If the RM or DSA does not raise any query in 2 weekdays, then the Invoice will be flow into Finance Checker for approval
- ~~TBD by vendor – Holiday Maintenance – TBD by vendor.~~Holiday maintenance for deemed approval functionality will be available in the system. Ops Maker will be able to update the holiday before the start of the workflow.
- Upon Finance Checker approval, Finance Head will provide the file approval
- RM, DSA, Finance Checker and Finance Head will have option to send back any specific Invoice back to Ops Maker for review / corrections.
- While raising a query by DSA/ Sales/ Product/ Finance, they have the option to select the type of query from the dropdown menu and the option to attach files with the query.
- In case any corrections, the Ops Maker will upload the data for specific DSA and reprocess the calculations.
- Invoice for that particular DSA will go for re-approval by RM, DSA, Finance Checker and Finance Head
- Once the Finance Head approves, then DSA will be able to download the Invoice. This invoice will be PDF format.
- At this point, DSA will not be able to send the invoice back to Ops Maker for any query.
- Invoice upload will always be state wise, bulk invoice upload i.e 10 states at once for a DSA is out of scope.
- DSA will upload the signed invoice and the same will go to Ops Maker for review.
- There will be a tick box for DSA will be eligible for E-inovice at the invoice upload screen.
- Verification of GST number of DSA with SAP system or GST Portal is out of scope.
- The Ops Maker can approve the invoice or send it back to DSA for reupload. Maker can also mark the invoice as *Hold* in the system.
- Contract Level invoice breakdown/ Hold, is currently out of scope of the system. – Note: For TW, NCL, EL, MFI, LAS currently this is not required.
- Upon approval, Ops Maker will be able to download the Payout details/SACT File from the system.
- Upon payment completion, Ops Maker will upload UTR details in the system.

2.1.3. Other system requirements

None

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2.2 System Actors

2.2.1. User Roles and Responsibilities / Authority Requirements

User/Role	Security/Access, Features Used	Additional Notes
Ops Maker	- Upload masters - Create Users - Upload of Transaction Input File - Payout Calculation - Add Adjustments - Review and approve Payout - Review and approve Invoices - Respond to Queries - Download Payout Data - Upload UTR Details - Reupload the data after correction - Initiate Recalculation	
RM	- Review Payout - Approve Payout - Raise Query	
Finance Checker / Head	- Review Payout - Approve Payout - Raise Query - Download Payout Data	
DSA	- Review Payout - Raise Query - Download Invoice - Upload Invoice - Update NDC	

2.3 Dependencies and Change Impacts

2.3.1. System Dependencies
o None

2.3.2. Change Impacts
o None

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3. Functional Specifications

This section details the various requirements. Kindly note that the screen design in this document is for understanding purpose only. The actual screen will retain the data points & functionality mentioned in the document but the look and feel might be different.
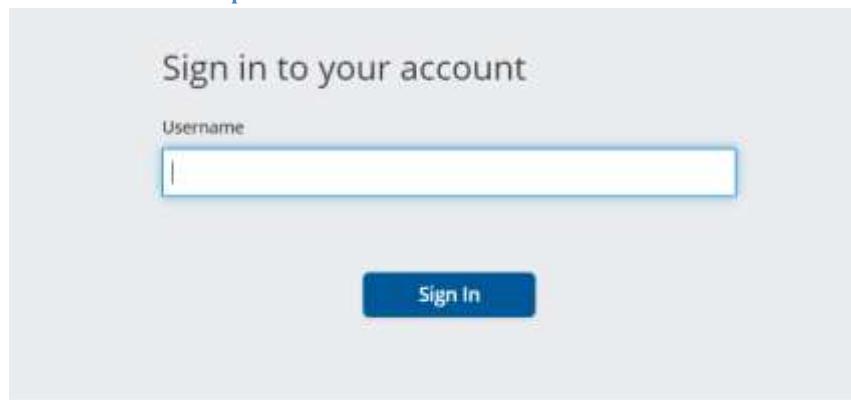
3.1 Login Page

3.1.1. Purpose/ Description

This is the first screen for users to enter Login ID and Password to access the system. TCL employees will be able to login using User ID / Password. DSAs will be able to login using User ID / mobile OTP.

LDAP integration will be available. The implementation will be similar to the existing collection system.

Commented [SB1]: What will be user ID for the DSAs? Mob no. or email ids? How is IT/Ops team planning to store the user Ids in case SMs raise request to share the user ids against a particular DSA?

Commented [SP2R1]: DSA CODE

3.1.2. Mock-up

Sign in to your account

Username

[   ]

Sign In

Sign In

Password

Forgot Password?

[Sign In]

Forgot Your Password?

Username

« Back to Login

[Submit]

Enter your username and we will send you instructions on how to
create a new password.

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3.1.3. Functional Requirements

Spec ID	Specification Description	Business Rules/ Data Dependency
Login1	Access to the page	This page will be accessed via the URL provided.

Form Elements:

Field Label	UI Control	Mandatory	Editable	Data Type	Value Set	Default Value	Data Source	Data Example / Remarks
Login ID	Textbox	Yes	Yes	Alpha-numeric	None	NA	User entry	Employee ID will be used as Login ID
Password	Password	Yes	Yes	Alpha-numeric	None	NA	User entry	
OTP	OTP	Yes	Yes	Alpha-numeric	None	NA	User entry	

Form Business Rules and Dependencies:

Field Label	Validation / Business Rules	Error Messages	Data Dependencies	Additional Info/ Notes
None				

Buttons, Links and Icons

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Button, Link, Icon Label	OnClick Event	Visible	Enabled Vs Disabled	Validation	Dependencies
Sign In	Verify if Login ID and password are correct. If yes, log the user into the system and navigate to Dashboard.	Yes, always	Disabled, by default. Enabled, after first key entered in either username or password field.	Verify if Username is a valid ID and user name and password match with user profile data.	None
Forgot Password	Will navigate to Forgot Password page	Yes	Enabled, always	None	

3.2 Dashboard

3.2.1 Purpose/ Description

This is the ~~landing page~~ Main Screen for all the users. Users will have option to navigate to various functionalities from this page. Dashboard will be divided into 3 main sections:

- ~~Top Navigation Bar – This section will be common to all the screens and will be visible anywhere in the application. This bar provided high level navigation for the application. The visibility of various action buttons will be based on user access rights.~~
- ~~Filters – This section will have various filters using which users can filter out data in the grid below~~
- ~~Main Data Section – This section will list the various active / inactive tasks for the user. The visibility of various action buttons will be based on user access rights.~~

3.2.2 Mock-up

For Ops Maker

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For RM and Finance

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For DSA

3.2.3 Functional Requirements

Spec ID	Specification Description	Business Rules/ Data Dependency

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Form Elements:

Field Label	UI Control	Mandatory	Editable	Data Type	Value Set	Default Value	Data Source	Data Example / Remarks
DSA Code-Name	Label	NA	NA	Text	Database	None	Transaction	
Product	Label	NA	NA	Text	Database	None	Transaction	
State	Label	NA	NA	Text	Database	None	Transaction	
Payout Amount	Label	NA	NA	Text	Database	None	Transaction	
Type	Label	NA	NA	Text	Database	None	Transaction	
Date	Label	NA	NA	Text	Database	None	Transaction	

Form Business Rules and Dependencies:

Field Label	Validation / Business Rules	Error Messages	Data Dependencies	Additional Info/ Notes
None				

Buttons, Links and Icons

Button, Link, Icon Label	OnClick Event	Visible	Enabled Vs Disabled	Validation	Dependencies
Submit	Send the Invoice to next level	Ops Maker, RM, Finance Checker			
Recalculate	To initiate recalculation for specific DSA	Ops Maker			
Send Back to Ops User	To send the invoice to Ops Maker for correction / query	RM, Finance Checker			

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3.3 View Payout Details

3.3.1 Purpose/ Description

This screen can be access from Dashboard to view Payout details. Operations user can also use this screen to enter adjustments.

3.3.2 Mock-up

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There will be separate screen to upload Adjustments in bulk. Attached is the sample file. Adjustment will be uploaded at contract level.

adjustment_upload_s
ample.xlsx

3.3.3 Functional Requirements

Spec ID	Specification Description	Business Rules/ Data Dependency

Form Elements:

Field Label	UI Control	Mandatory	Editable	Data Type	Value Set	Default Value	Data Source	Data Example / Remarks
					Summary Table			
DSA Name	Label	NA	No	Alpha-Numeric	Transaction Data	NA	NA	NA
DSA Code	Label	NA	No	Alpha-Numeric	Transaction Data	NA	NA	NA
Product	Label	NA	No	Alpha-Numeric	Transaction Data	NA	NA	NA
State	Label	NA	No	Alpha-Numeric	Transaction Data	NA	NA	NA
No. of Contracts	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Value of contracts	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Calculated Payout	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Total Adjustments	Label	NA	No	Numeric	Calculated Data	NA	NA	NA

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Final Payout	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Detailed Table								
Contract #	Label	NA	No	Alpha-Numeric	Transaction Data	NA	NA	NA
Eligible Amount	Label	NA	No	Numeric	Transaction Data	NA	NA	NA
Payout Amount	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Adjustments	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Add Adjustment								
Amount	Text Box	Yes	Yes	Numeric	NA	NA	NA	NA
Reason	Drop Down	Yes	Yes	Alpha-Numeric	NA	NA	NA	NA
Remarks	Text Area	Yes	Yes	Alpha-Numeric	NA	NA	NA	NA
Reference File	File Control	No	Yes	File	NA	NA	NA	NA

Form Business Rules and Dependencies:

Field Label	Validation / Business Rules	Error Messages	Data Dependencies	Additional Info/ Notes
None				

Buttons, Links and Icons

Button, Link, Icon Label	OnClick Event	Visible	Enabled Vs Disabled	Validation	Dependencies
Adjustment Amount	Open the Adjustment Pop-up	Yes	Enabled	NA	NA
Download Details	Download excel file with details of contracts and payout calculation. The format will be same as Payout Report format as in 3.10	Yes	Enabled	NA	NA
Send Back / Recalculate	Ops User – Start Recalculation Other TCL Users – Send back to Ops Maker	Yes	Enabled	NA	NA
Submit	Send to next approver	Yes	Enabled	NA	NA
Add Adjustments					
Cancel	Go back to Payout Details screen	Yes	Enabled	NA	NA
Submit	Add / Edit adjustment	Yes	Enabled	NA	NA

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3.4 Initiate Payout Process

3.4.1 Purpose/ Description

This screen is used by Ops Maker to initiate the process calculations. User will have to select Product and the Date for which payout need to be calculated.

An ~~Users can also select Type (Monthly/Weekly/etc.) and add a short note (12 Chars) for description of the run. These selections / input will not have any impact on calculation / payout / workflow / reports. They are only for reference purpose.~~

~~A~~ API will be provided with Product and Business Date as parameter. Data Lake will be able to use this API to kick start the calculation process in PayPrompt.

~~User can enter "SCAT File Reference" (6 chars) which will be Reference Number in the SCAT file. This number has no impact on any calculation / payout / workflows and will only be used to generate the reference number~~

3.4.2 Mock-up

3.4.3 Functional Requirements

Spec ID	Specification Description	Business Rules/ Data Dependency

Form Elements:

Field Label	UI Control	Mandatory	Editable	Data Type	Value Set	Default Value	Data Source	Data Example / Remarks

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Date Picker	Selection	Yes	Yes	Transaction Data	List of Dates for which data is available to process Payout	NA	NA	
Month Year/ Week	Drop Down	Yes	Yes	Transaction Data	List of Month / Week for which data is available to process Payout	NA	NA	Frequency of
Product	Drop Down	Yes	Yes	Reference Data	List of products which the user has access to	NA	NA	NA
Run Type	Drop Down	Yes	Yes	Fixed values	Quarterly, Monthly, Fortnightly, Weekly, Bi-weekly, Daily, Other	NA	NA	NA
Short Note	Text (8) Chars	No	Yes	Text	NA	NA	NA	Any description user need to maintain to identify run

Form Business Rules and Dependencies:

Field Label	Validation / Business Rules	Error Messages	Data Dependencies	Additional Info/ Notes
None				

Buttons, Links and Icons

Button, Link, Icon Label	OnClick Event	Visible	Enabled Vs Disabled	Validation	Dependencies
Calculate Payout	Start the payout process	Yes	Enabled	None	None

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3.5 ~~View~~ Payout Process Details

3.5.1 Purpose/ Description

This screen is used by Ops Maker to view the status of the process. In case of major calculations issues, Operations user can also cancel the full process before ~~MD approval.~~ invoice generation

3.5.2 Mock-up

3.5.3 Functional Requirements

Spec ID	Specification Description	Business Rules/ Data Dependency

Form Elements:

Field Label	UI Control	Mandatory	Editable	Data Type	Value Set	Default Value	Data Source	Data Example / Remarks
Month	Label	NA	NA	None	None	NA	NA	
Year	Label	NA	NA	None	None	NA	NA	
User	Label	NA	NA	None	None	NA	NA	
Product	Label	NA	NA	None	None	NA	NA	
Started At	Label	NA	NA	None	None	NA	NA	
Ended At	Label	NA	NA	None	None	NA	NA	
Status	Label	NA	NA	None	None	NA	NA	

Form Business Rules and Dependencies:

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Field Label	Validation / Business Rules	Error Messages	Data Dependencies	Additional Info/ Notes
None				

Buttons, Links and Icons

Button, Link, Icon Label	OnClick Event	Visible	Enabled Vs Disabled	Validation	Dependencies
Cancel	Cancel the payout process for all the DSAs in the Month	Visible when payout for the month is not yet approved by Finance	Enabled when payout for the month is not yet approved by Finance	None	None

3.6 Upload Transaction Data Files

3.6.1 Purpose/ Description

This is a common screen to upload the files required for the Payout process. Uploaded files can be deleted from the View Uploaded Files Menu.

All files uploaded in the system will be in .xlsx format.

Note: Blank columns/ Ref Columns are currently out of scope of the system. If a new column is required it will be added through a Change Request.

~~This will include:~~The DSA-Assisted*.xlsx file is attached for reference purpose. The files mentioned in table will uploaded in the system.

DSA-Assisted-Produ ct Wise-Input File Fi

Name	File Format	Remarks
Retail MIS (NCL, EL, TW)	Retail Data - Sample.xlsx	NCL (PRODUCT_CODE=ALN in Retail MIS) EL (PRODUCT_CODE= EDUC in Retail MIS) TW (PRODUCT_CODE=TW in Retail MIS)
	Retail Data - Disbursement.xlsx	~~CIBIL_SCORE and CAT_A_CAT_B_Bifurcation are not part of the file but will be included in the final format~~
	Retail Data - Charges.xlsx	LOAN_ACCOUNT_NO – will be the Primary Key
	Retail Data - Contracts.xlsx	
LAS Input File	LAS_Input Sample File.xlsx	~~Upfront payout and Trail payout amount columns will not be part of the input file~~ Loan Account – will be the primary key
	Input File LAS.xlsx	

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Field Code Changed

Field Code Changed

Field Code Changed

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MFI Input File	 MFI_sample_input_file .xlsx MFI Final Input File.xlsx Input File MFI.xlsx	~~MFI_sample_input_file is the current file. The two sheets in this file will be merged to create a single input file for PayPrompt. Data for all the DSA will be part of this single input file. (MFI Final Input File)~~ ~~M-swasth and Hospicash data will also be included in this file.~~ Ac No – will be the primary key

3.6.2 Mock-up

3.6.3 Functional Requirements
Form Elements:

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Field Label	UI Control	Mandatory	Editable	Data Type	Value Set	Default Value	Data Source	Data Example / Remarks
File Type	Drop Down	Yes	NA	Alpha Numeric	All the files which can be uploaded in the system	None	Reference Data	
Product	Drop Down	Yes	NA	Alpha Numeric	List of products to which the user has access	None	Reference Data	
Upload File	Drop Down	No	NA	NA	Place to Select or Drag a file	None	NA	

Form Business Rules and Dependencies:

Field Label	Validation / Business Rules	Error Messages	Data Dependencies	Additional Info/ Notes
None				

Buttons, Links and Icons

Button, Link, Icon Label	OnClick Event	Visible	Enabled Vs Disabled	Validation	Dependencies
Download	Download the existing data for selected File Type	Yes	Enabled	None	None
Upload	Start File validate and upload	Yes	Enabled	None	None

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3.7 Upload Master Data

3.7.1 Purpose/ Description

This is a common screen to upload the files required for the Payout process.

~~This will include:~~No files have been identified to upload.

Product	File Name	File Format	Remarks
TW~~NCL~~	~~Scheme Master~~Branch Master	Will be attached ![Excel icon] Scheme_Master.xlsx	For grid creation
TW~~NCL~~	~~Branch Master~~Dealer Master	Will be attached ![Excel icon] Branch Master.xlsx	For grid creation
~~All~~	~~GST Master~~	~~To receive from users~~	

3.7.2 Mock-up
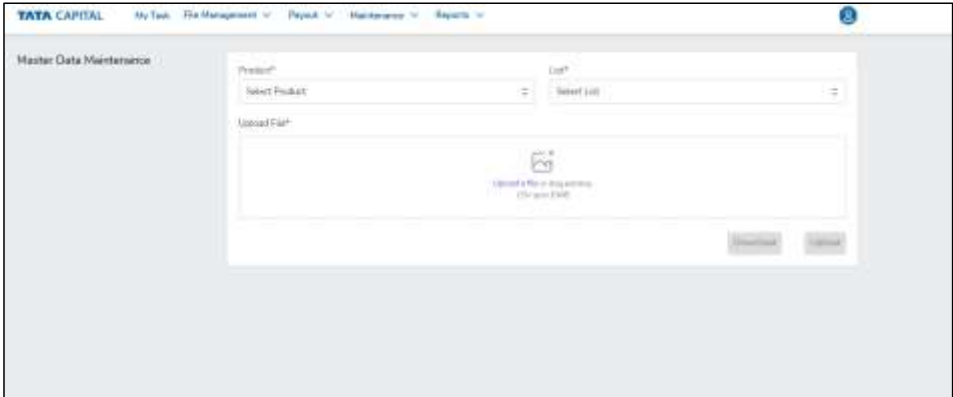
3.7.3 Functional Requirements

Form Elements:

Field Label	UI Control	Mandatory	Editable	Data Type	Value Set	Default Value	Data Source	Data Example / Remarks
List	Drop Down	Yes	NA	Alpha Numeric	All the files which can be uploaded in the system	None	Reference Data	

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Product	Drop Down	Yes	NA	Alpha Numeric	List of products to which the user has access	None	Reference Data	
Upload File	Drop Down	No	NA	NA	Place to Select or Drag a file	None	NA	

Form Business Rules and Dependencies:

Field Label	Validation / Business Rules	Error Messages	Data Dependencies	Additional Info/ Notes
None				

Buttons, Links and Icons

Button, Link, Icon Label	OnClick Event	Visible	Enabled Vs Disabled	Validation	Dependencies
Download	Download the existing data for selected File Type	Yes	Enabled	None	None
Upload	Start File validate and upload	Yes	Enabled	None	None

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3.8 Rules Maintenance

3.8.1 Purpose/ Description

These screens will be used to list, view, and edit the Rules maintained in the system. While user will be able to edit the grids available in the system but it will not be possible to add altogether new grid.

The following actions will be possible in grid maintenance:

- o Edit a payout number
- o Edit Parameter values
- o Add a new parameter (if it is available in the input file available during development)
- o User will require Camunda Modeler to edit a Payout grid. This is a free open source.
- This functionality and features will be same as that of existing Collection Payout process. (This is with reference to section 4.1 of BRD)
  - Already mentioned above.
- Rule creation guideline is attached

DMN - Rule creation guide.docx

Note:

For NCL, EL, MFI, LAS the grid configuration will be only available to Product team.

For TW:

Standard Payout the grid configuration will be only available to Product team.

Variable Payout TBD by vendor For TW – TBD by vendor SM will be able to upload the grid. This will go through Maker Checker process. SM will able to edit a payout number and parameter values but will not be able to add / delete parameters. Camunda Modeler installation will not be required.

Commented [SB3]: Need clarification on this point. Which user will have the right to edit the grids?

Commented [SP4R3]: For creation of a new grid osian needs to be contacted. Below it is mentioned who will have permission to edit the grid.

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Field Code Changed

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Commented [SB5]: Along with upload functionality, SMs shold be able to able to enter values against the pre-defined parameters as mentioned in the BRD.

Commented [SP6R5]: Mentioned in 3.18.5

3.8.2 Mock-up

Commented [SB7]: Need clarity on the mock-up section

Commented [SP8R7]: This contains the information of all the grids present in the system.

Grid Name : DSA CEQ A New NonDG NonStdAssets STG
Grid Description :- NA
Grid Type : RESOLUTION
Product : CEQ
Last Updated : 01-01-2024 00:05:05
Active Date : NA
Inactive Date : NA

Active Date

[DD-MM-YYYY]   [Reset]

| DSA_CEQ_A_New_NonDG_NonStdAssets_STG | Hit Policy: First | | | |

	When	And	Then	And	
	TENURE	BUSS_IRR	Payout %	Payout Amount	
	double	double	double	double	
1	<12	<=10.49	0	0	-
2	<12	>10.49	0	0	-
3	>=12	<=10.49	0	0	-
4	>=12	[10.49..10.76]	0.20	0	-
5	>=12	[10.76..11.00]	0.30	0	-
6	>=12	[11.00..11.25]	0.40	0	-
7	>=12	[11.25..11.75]	0.50	0	-
8	>=12	[11.75..12.25]	0.60	0	-
9	>=12	[12.25..12.75]	0.70	0	-
10	>=12	[12.75..13.25]	0.80	0	-
11	>=12	[13.25..13.75]	0.90	0	-
12	>=12	[13.75..14.25]	1	0	-
13	>=12	[14.25..14.75]	1.20	0	-
14	>=12	[14.75..15.25]	1.40	0	-
15	>=12	[15.25..15.75]	1.60	0	-
16	>=12	[15.75..16.25]	1.80	0	-
17	>=12	>16.25	2	0	-
18			0	0	-

BPMN.iO

Upload DMN File   Existing DMN file ⬇

Uploaded a file or drag and drop
DMN up to 10MB

Upload Support File

Uploaded a file or drag and drop
CSV, XLS, XLSX, DMN, BPMN up to 10MB

[Back] [Submit]

3.8.3   Functional Requirements

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Spec ID	Specification Description	Business Rules/ Data Dependency

Form Elements:

Field Label	UI Control	Mandatory	Editable	Data Type	Value Set	Default Value	Data Source	Data Example / Remarks
Upload DMN File	File Upload	Yes	NA	NA	NA	NA	NA	NA
Upload Approval File	File Upload	No	NA	NA	NA	NA	NA	This is an optional upload if any supporting document need to be uploaded

Buttons, Links and Icons

Button, Link, Icon Label	OnClick Event	Visible	Enabled Vs Disabled	Validation	Dependencies
Submit	Save the data	Yes	Enabled	System will run basic syntax check on DMN	None

DSA SALES INCENTIVE IN PAYPROMPT

3.9 Invoice

3.9.1 Purpose/ Description

System will generate invoice in pdf format for DSAs to download, sign and upload. There is a single invoice format for all the DSAs.

System will not perform any validations on the uploaded file. Maker will manually review the invoice once DSA submits it.

Only one file can be uploaded against a system Invoice.

There will be an option to delete and reupload invoice while in DSA queue.

Text box will be provided to DSA, to enter their own invoice number, this number will also reflect in the invoice along with the TCL invoice no.
Note: The invoice number entered by DSA will not affect any process of UTR/ NDC and will only appear on the Invoice generated along with the TCL invoice number.

3.9.2 Mock-up

DSA SALES INCENTIVE IN PAYPROMPT

3.9.3 Functional Requirements

Invoice Fields:

Field Label	Data Source	Remarks
Name Of The Company	PayPrompt Agency Master	
Address Of The Company:	PayPrompt Agency Master	
GSTIN Of The Company:	PayPrompt Agency Master	
Invoice No	Auto Generated in PayPrompt	TCL_DSACode_Product_DDMMYY_SerialNumber
Name Of the Recipient	Tata Capital Limited	
Address Of the Recipient		Details required from TCL
State		Details required from TCL
State Code		Details required from TCL
GSTIN Of the Recipient		Details required from TCL
GST to be paid by Service Recipient		Details required from TCL
Place Of Supply		Details required from TCL
HSN/SAC Code		Details required from TCL
Description of Services	Payout for the date 'DD/MM/YYYY'	Populated based on the Payout run date
Value	Payout calculated by PayPrompt	

DSA SALES INCENTIVE IN PAYPROMPT

Discount	0	Always Zero
Taxable Value	Same as Value	
CGST / SGST/ UTSGST / IGST	Calculated as par GST calculation logic	
Bank Name:	PayPrompt Agency Master	
Branch	PayPrompt Agency Master	
Bank A/c No.:	PayPrompt Agency Master	
A/c Holder (Beneficiary Name) :	PayPrompt Agency Master	
IFSC Code :	PayPrompt Agency Master	
MICR :	PayPrompt Agency Master	

Form Elements:

Field Label	UI Control	Mandatory	Editable	Data Type	Value Set	Default Value	Data Source	Data Example / Remarks
Summary Table								
DSA Name	Label	NA	No	Alpha-Numeric	Transaction Data	NA	NA	NA
DSA Code	Label	NA	No	Alpha-Numeric	Transaction Data	NA	NA	NA
Product	Label	NA	No	Alpha-Numeric	Transaction Data	NA	NA	NA
State	Label	NA	No	Alpha-Numeric	Transaction Data	NA	NA	NA
No. of Contracts	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Value of contracts	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Calculated Payout	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Total Adjustments	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Final Payout	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Detailed Table								
Contract #	Label	NA	No	Alpha-Numeric	Transaction Data	NA	NA	NA
Eligible Amount	Label	NA	No	Numeric	Transaction Data	NA	NA	NA
Payout Amount	Label	NA	No	Numeric	Calculated Data	NA	NA	NA
Adjustments	Label	NA	No	Numeric	Calculated Data	NA	NA	NA

Form Business Rules and Dependencies:

Field Label	Validation / Business Rules	Error Messages	Data Dependencies	Additional Info/ Notes

Buttons, Links and Icons

Button, Link, Icon Label	OnClick Event	Visible	Enabled Vs Disabled	Validation	Dependencies
Submit	Submit the invoice to Maker for validation	Yes	Yes	None	None

DSA SALES INCENTIVE IN PAYPROMPT

| Download Details	Download contract wise details	Yes	Yes	None	None
Download Invoice	Download pdf invoice	Yes	Yes	None	None
Upload Invoice	Upload invoice	Yes	Yes – once the invoice has been downloaded	None	None

DSA SALES INCENTIVE IN PAYPROMPT

3.10 Update NDC

3.10.1 Purpose/ Description

DSA will have to mark NDC against previous invoice to be able to submit invoice for current period. This screen will allow DSA to mark NDC.

Note: NDC marking to be configurable.

3.10.2 Mock-up
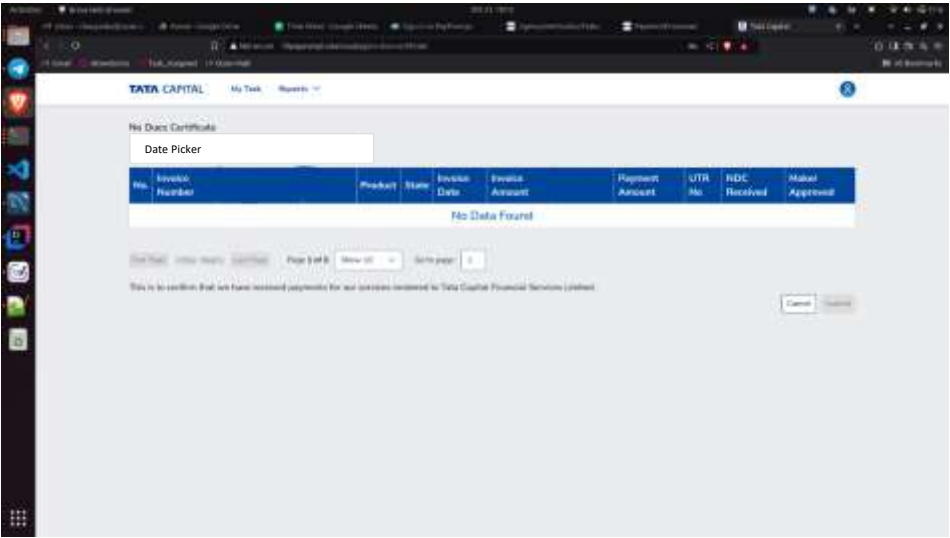
Commented [SB9]: What will happen if previous month invoice has some dispute & DSA is not ready to give NDC for the previous month, but ready to take payout for the correct month?

Commented [SP10R9]: We can give the payout for whatever amount is calculated in the previous month, if post that there is an edit due to some approval, that amount can be adjusted in the next payout.

Ideally payout should never be stopped to a DSA.

Commented [SB11R9]: ok

3.11 Payout Report

3.11.1 Purpose/ Description

This screen is used to download the Payout report for a specific date.

3.11.2 Mock-up

Payout Report.xlsx

3.11.3 Functional Requirements

Form Elements:

Field Label	UI Control	Mandatory	Editable	Data Type	Value Set	Default Value	Data Source	Data Example / Remarks
Month / Week	Drop Down	Yes	Yes	Transaction Data	None	NA	NA	
Product	Drop Down	Yes	Yes	Reference Data	List of products	NA	NA	NA

Form Business Rules and Dependencies:

Field Label	Validation / Business Rules	Error Messages	Data Dependencies	Additional Info/ Notes
None				

Buttons, Links and Icons

DSA SALES INCENTIVE IN PAYPROMPT

Button, Link, Icon Label	OnClick Event	Visible	Enabled Vs Disabled	Validation	Dependencies
Download Report	This button downloads the final Payout report	Yes	Enabled	One Product and One Month has to be selected	None

DSA SALES INCENTIVE IN PAYPROMPT

3.12 Communication

3.12.1 Purpose/ Description

System will provide mail alerts at each step. This section provides details of all the alerts required.

Communication to be triggered to the customer once after finance approve working in system.

Communication
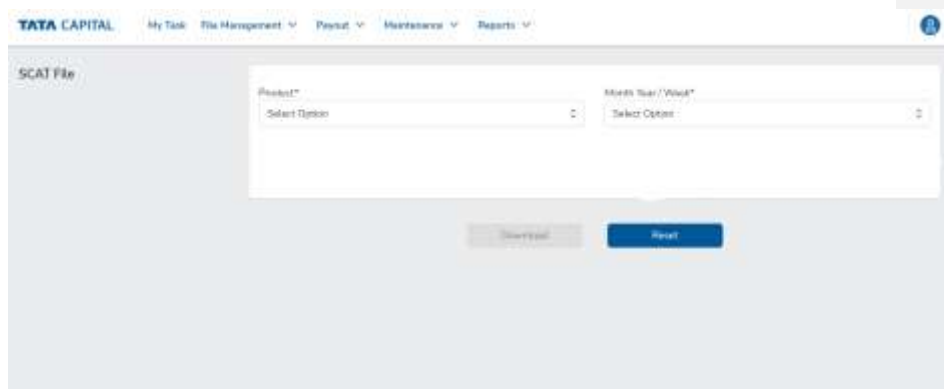Template.docx

3.13 SAP Output

3.13.1 Purpose/ Description

The attached file will be generated from the system and will be available for Manual Download for the user.

The report will download all the invoice details available for the selected product and time period. The file will be generated at contract level.

NCL / EL – SCAT at contract level

MFI / TW / LAS – SCAT at contract level

Scat format.xls

Need clarification on the source data for the SCAT fields.

DSA SALES INCENTIVE IN PAYPROMPT

3.14 UTR Upload

3.14.1 Purpose/ Description

To upload the payment details.

Based on the Invoice Number (assumption that this is the PayPrompt generated invoice number), PayPrompt will update the UTR Number, Payment Date and Net Pay against the invoice. All the other fields from the uploaded file will be ignored.

3.14.2 Mock-up

UTR Upload format.xlsx   Sample UTR Upload format.xlsx

Field Code Changed

3.15 User Maintenance

3.15.1 Purpose/ Description

- To maintain users who have access to the system. A user will have a single role but can have access to one or more products.

3.15.2 Mock-up

DSA SALES INCENTIVE IN PAYPROMPT

3.16 DSA / DSE Maintenance

3.16.1 Purpose/ Description
- A screen will be provided to create DSA / DSE in the system.
- Additionally, user will be able to upload DSA's / DSE in bulk using the attached format.
- The following fields will be captured

Company Code
Vendor Code
Vendor Name
City
Region
State
Account Group
Created by
Address 1
Address 2
Address 3
Address 4
Postal Code
Mobile No.
Email ID
Bank Key
Bank Account Number
Name of Bank
Tax Number 1
Tax Number 2
Tax type
GST Reg. No.
MSME Number
Einvoice
Date of Creation
DSA Category
DSA_DSE_Flag

Company Code
Vendor Code
Vendor Name
City
Region
State
Account Group
Created by
Address 1

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Address 2
Address 3
Address 4
Postal Code
Mobile No.
Email ID
Search 1
Search 2
Bank Key
Bank Account Number
Name of Bank
VAT Reg. No
Block For Quality reason
Payment Block
Posting Block for company code
Posting Block for Purchasing Org
Tax Number 1
Tax Number 2
Tax type
Description
GST Reg. No.
MSME Number
House Bank Mapped
RTGS Detail Mapped
TDS Mapped
KYC Document Uploads
IRN Valid
Termination Flag Indicator
Termination Flag Description
Einvoice
Date of Creation
DSA Category
DSA DSE Flag

DSA Master New.xlsx

To maintain DSA who have access to system. Fields to be captured is as per the attachment.

DSA Master.xlsx

Additionally DSA Type will be included in this master

Which all columns are required

DSA SALES INCENTIVE IN PAYPROMPT

DSA SALES INCENTIVE IN PAYPROMPT

3.17 Reporting Requirements

3.17.1 Invoice Status Report

Invoice Status Report can be downloaded for a specific Product and Time Period

Invoice Status
Report.xlsx

- The above report format consumes the required information for the following requirements in the BRD
  - o Invoice Released report
  - o Invoice Hold report
  - o Invoice Rejected Report
  - o Invoice Pending Report
  - o Invoice Not accepted by DSA report
  - o Aging wise MSME payment processed (Aging = Invoice Date – Payment date)
  - o List of E-invoice eligible report
  - o Monthly payment released report
- Invoice post 6 months will be pushed to Data Lake for archival.
- ~~TBD by vendor – How many month's calculation in system –~~ 6 months of Payout data will be available in system.

3.18 Payout Calculation Process

3.18.1 Process for NCL

1. The process will be as follows:
   1.1. For each LOAN_ACCOUNT_NO, based on SCHEME_CODE, pick up **Tagging** from Scheme_Master
   1.2. For each LOAN_ACCOUNT_NO, based on BRANCH_CODE, pick up **State** from Branch Master
   1.3. For each LOAN_ACCOUNT_NO, calculate WIRR_N= EFFECTIVE_INT_RATE * TENURE * LOAN_AMOUNT
   1.4. For each LOAN_ACCOUNT_NO, calculate WIRR_D= TENURE * LOAN_AMOUNT
   1.5. For each combination of DSA_CODE, PRODUCT_CODE and State, calculate WIRR = sum(WIRR_N)/sum(WIRR_D)
2. For all the contracts in the Retail MIS, apply the grid as per below:

Tagging	WIRR		Applicable Payout
PV	-	<=12.00%	0.75%
PV	>12%	<12.50%	1.30%
PV	>=12.5%	<13%	1.50%
PV	>=13%	<14%	1.75%
PV	>=14%	-	2.00%
CV		<=13.00%	0.75%

DSA SALES INCENTIVE IN PAYPROMPT

CV	>13%	<13.5%	1.00%
CV	>=13.5%	<14.0%	1.25%
CV	>=14.0%	<15.0%	1.50%
CV	>=15.0%	<16.0%	1.75%
CV	>=16.0%	-	2.00%

3. Calculate the Payout as **Applicable Payout * LOAN_AMOUNT**

3.18.2 Process for LAS

1. There are two different payouts for LAS
    1.1. Upfront
        1.1.1. Flat payout – Mentioned in PF partner share(flat Amount) of input file
        1.1.2. Percentage based payout – Mentioned in PF Partner share(variable) of input file
        1.1.3. Based on the input data either **Flat** or **Partner share * PF amount** will be considered for Payout
    1.2. Trail
        1.2.1. Calculate UTILIZED AMOUNT = ROI(Input File) * COMPOUNDING INTEREST (Input File)
        1.2.2. Calculate Payout Amount = UTILIZED AMOUNT * Trail commission (%) (Input File)
2. Payout grids will not be maintained for LAS

3.18.3 Process for EL

1. The grid maintained in the system is as below:

DSA Type	Range	Payout %
Pan India Consultant	0- 12 Cr	1.10%
Pan India Consultant	>12- 24 Cr	1.25%
Pan India Consultant	>24- 49 Cr	1.35%
Pan India Consultant	>49 -74 Cr	1.50%
Pan India Consultant	>74 - 99 Cr	1.60%
Pan India Consultant	>99 -150 Cr	1.60%
Pan India Consultant	>150Cr	1.65%
Pan India Consultant	>175Cr	1.75%
Regional Consultant/DSA/Connector	0 - 2 Cr	1%
Regional Consultant/DSA/Connector	> =2- 5 Cr	1.10%
Regional Consultant/DSA/Connector	> =5- 10 Cr	1.20%
Regional Consultant/DSA/Connector	> =10- 20 Cr	1.25%
Regional Consultant/DSA/Connector	>=20 - 25 Cr	1.35%
Regional Consultant/DSA/Connector	> 25 Cr	1.50%
Top Partners- 1	0 to 10	1.25%
Top Partners- 1	10 to 25	1.50%
Top Partners- 1	25+	1.75%
Top Partners-2	0 to 25	1.50%
Top Partners-2	>25	1.75%

~~1.1.~~

2. The range is calculated based cumulative business done by the DSA from the date of enrollment with TCL
3. The Payout Amount = Payout% * Disbursal Amount
4. If for a DSA, in the current month the slab gets upgraded then differential Payout should be calculated based on all the previous disbursements and this additional amount will be processed

3.18.4 Process for MFI

1. Three Different Types of Payouts are calculated
    1.1. Processing Fees Based
        1.1.1. Rules will be maintained at DSA level

DSA SALES INCENTIVE IN PAYPROMPT

            1.1.1.1. Seeds Fin cap PVT LTD – 50%

            1.1.1.2. Virutcham Microfinance LTD – 50%

            1.1.1.3. Saksham gram credit pvt LTD – 0%

            1.1.1.4. Samavesh finserve pvt ltd – 50%

        1.1.2. The above Payout% is multiplied by Processing Fees to arrive at the payout

    1.2. Interest Sharing

        1.2.1. Rules will be maintained at DSA level

            1.2.1.1. Seeds Fin cap PVT LTD

                1.2.1.1.1. Cases disburse till Feb_23 eligible for 9%

                1.2.1.1.2. 1st march to 31st April 2024 eligible for 9.5 %

                1.2.1.1.3. As on 1st May 2024 eligible for 9.75%

            1.2.1.2. Virutcham Microfinance LTD

                1.2.1.2.1. 9%

            1.2.1.3. Saksham gram credit pvt LTD

                1.2.1.3.1. 11%

            1.2.1.4. Samavesh finserve pvt ltd

                1.2.1.4.1. 10%

        1.2.2. The Total Interest Amount is calculated as follows : Interest Collected + Additional Interest - InterestBenefit

        1.2.3. The Payout Amount is calculated as follows – Total Interest Amount = Total Interest * Payout % / Rate of interest

    1.3. Cross sell Payout

	M-Swasth	Hospicash	Payout
Seeds Fin cap PVT LTD	Yes	Yes	100/1.18
Virutcham Microfinance LTD	Yes	Yes	100/1.18
Saksham gram credit pvt LTD	Yes	Yes	100/1.18
Saksham gram credit pvt LTD	No	Yes	50/1.18
Samavesh finserve pvt ltd	Yes	Yes	100

        1.3.1.

        1.3.2. Payout will be at individual contract level

3.18.5 Process for TW

~~TBD by vendor:~~

~~Strategy of implementation of grids.~~

~~Grid Maintenance approval hierarchy implementation.~~

~~Corrections Hierarchy approval (similar to Grid Maintenance approval) implementation.~~

Product team to provide the Hierarchy file for SM's or System to take it from HRMIS system. (Details updated in section 2 below)

~~1.   Retail MIS is the only input file~~

DSA SALES INCENTIVE IN PAYPROMPT

2. ~~DSA Payout Structure is as followed. These Payout structures will be maintained by Ops team using Camunda Modeler. Osian team will provide one time configuration in system as part of UAT setup~~

1. ~~Normal~~ **Common** Payout

   1.1. Payout Grid

Units	Payout %
0	0%
1 to 15	1%
14 to 30	2%
31 to 40	3%
41 to 60	3.5%
61+	4%

   1.2. In cases where tenure is between 13-18 mths payout to be given as 1% irrespective of units achieved

   1.3. 0% payout for cases meeting the following criteria:

   1.3.1. IRR is less than 19%- For Non-Royal Enfield Case

   1.3.2. PF is less than equal to 2%

   1.3.3. Tenure less than equal to 12 months

   1.4. Royal Enfield & Jawa manufacturer cases to be given 2% payout

   1.4.1. 0% payout for cases meeting the following criteria:

   1.4.1.1. Tenure <12 months

   1.4.1.2. IRR <15%

   1.4.1.3. Direct Cases – Booked with DSA_NAME=Direct Vertical or No Payout Code

   1.4.2. Special Condition

   1.4.2.1. Royal Enfield 500 CC – Interceptor, Super Meteor, Continental GT & above or Himalayan Bike & Honda Bigwing, Jawa, Yezdi wherein IRR >=14.25% will be eligible for 2% payout regardless of the slab

   1.4.2.2. No payout in case of IRR <14.25%

   1.5. PREMIUM BIKES:

   1.5.1. Approved Manufacturers – Triumph, Harley Davidson, Ducati, BMW, Benelli, Hyosung, Kawasaki

   1.5.2. Specific Models in addition to approved manufacturers – Katana Std. V Storm 650XT Std., RS 660 Standard, RSV4 1100 Factory Standard, Tuono 660 Standard, Tuono Factory Standard, Goldwing DCT + Airbag, CBR 650R Std., CB 650R Std., Africa Twin DCT & Manual, CBR1000 RR-R, Hayabusa

   1.5.3. Cases which are booked at > IRR 14 will get 1% payout.

2. ~~Variable Payout~~**DSA Specific Payout**

   2.1. Osian will create the common grids(#1) for all DSAs as part of UAT release

   2.2. Sales Managers (SMs) will have the right to create individual DSA-level grids.

   2.3. Grids can be defined based on IRR%, PF%, Tenure ~~and,~~ and Admin Fees ~~only~~ only.

   2.4. During grid creation, SMs can specify the applicable DSA code. The system will not validate if the DSA code belongs to the SM.

   2.5. Individual grids will require approval through the following hierarchy: ASM -> RSM -> ZSM -> NSM. This hierarchy configuration will need to be uploaded separately into the system.

Commented [SB18]: System should have the functionality to add other parameters in future which may be applicable in future for payout computation

Commented [SP19R18]: Yes, but these will considered as a change request.

Commented [SB20]: NSM should have the right to approve or reject the payout structure/grid from their e-mail. Link should be provided in email to access or check the payout structure

Commented [SP21R20]: Communication mail will be sent to respective role when they are supposed to approve, Template to provided by product. In the communication template the link will be given to login to the payprompt system to view his pending task.

Commented [SB22R20]: Ok, will share the communication template with you

2.6. Once a DSA-specific grid is available, its output will overwrite the output from the common grid.

2.7. The ability to change the common grid(#1) will be restricted to the support team.

2.2.2.8. The Grid Configuration UI will be provided as an addendum to the FSD.

2.2.1. More than 50% (~4000) of DSA does not follow the Normal Payout. Payout% for these distributors are defined basis on IRR%, PF%, Tenure, Admin Fees.

2.2.2. Currently there are approximately 650 unique such rules

2.2.3. System can have two solutions for this situation

2.2.3.1. Provide ability to create rule at DSA level (~4000 configuration in system)

2.2.3.2. Create rules and name them. Tag DSA's with a rule name (~650 configuration in system)

2.3.3. **Booster Payout**

2.3.1.3.1. Per Case Payout

2.3.1.1.3.1.1. Example – If the per case payout is Rs. 200 for disbursement slab 100-150, and the DSA has achieved 125 units in the given booster time period, final booster incentive payout = 125*200 = Rs. 25,000

2.3.2.3.2. Total Booster Payout

2.3.2.1.3.2.1. Example – SM has cracked a booster deal with a DSA for the period 1st Sep-30th Nov 2024 based on the following slabs:

2.3.2.2.3.2.2. Disb Slab

Unit Slab	Total Payout Amount
>=100-<200	10,000
>=200-<300	20,000
>=300	30,000

2.3.2.3.3.2.3. System will check the final disbursement and suppose the final disbursed units are 225, then based on the slab the final booster payout will be Rs. 20,000

2.3.3.3.3. Booster payouts are for specific time period

4. **Final Payout**

3. Payout % derived from step 2.1/2.2 is multiplied by Disbursal_Amount to get the payout amount. Booster amount is added to get the final amount

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Commented [SB23]: Deviation handling cases computation and updation process are not mentioned

Commented [SP24R23]: Deviation scenarios are covered in query handling it will not be a separate workflow for deviation handling and normal queries.

4. Out of Scope

Any feature / functionality / process flow / rule / screen / report not explicitly mentioned in Section 2 & 3 of this FSD is out of scope for this project.

For the sake of clarity, few of the items from BRD are mentioned below:

BRD	BRD Section	Functionality Details	Remarks
NCL LAS	3.2.4.5 New Process	Option required to add additional columns in Input through upload (Implemented using blank columns).	Blank columns are inefficient way to handle this
NCL LAS	3.2.16 TBP 12	There should be multiple invoice upload option available in system in a single month	One invoice per task will be generated / uploaded
NCL	3.2.17.iv	if query valid then ops maker change in computation through single data entry	Data change will always be through excel upload
NCL LAS	3.2.17.iv TBP 13.iv	Query Flow – DSA Will Raise Query -----Sales-------Ops (If Mistake in Working) DSA Will Raise Query -----Sales-------BH (If Deviation in scheme) Exceptions also can from DSA or sales	Query will always reach to Ops user. Ops user can values do offline validations and approvals before proceeding further
NCL LAS EL	3.2.18 TBP 14 3.2.18	Invoice QC	During project proposal, it was decided that this feature will be out of scope
NCL LAS	3.2.18.f TBP 14.f	Option of bulk invoice upload is required.	~~The requirement is unclear~~
NCL LAS	3.2.18.h TBP 14.h	Required Option to DSA to raise Debit/Credit note against each contract and invoice wise also.	~~The requirement is unclear~~
NCL	3.2.22	Ops should have the option for payment/GST recovery in system, if wrongly payment done to any DSA.	During project proposal, it was decided that this feature will be out of scope
NCL	3.2.23	NDC by system – in case if any request for No Due Certificate from, system to have option of generating & sending NDC on email to the DSA or sales.	With reference to the page 4 of BRD, the collection payout system does not have a NDC format. NDC is done in the system
NCL LAS	3.2.25 TBP 21	Provision should be present to view implemented workflow.	The requirement is unclear
NCL LAS	3.2.26 TBP 22	Provision should be present to view the process completion %.	The requirement is unclear
NCL	4.2	System will take data from Data Lake	System will not have any direct integration with Data Lake
NCL LAS	5.1 UAM	1. User access management	This functionality will not be available. User roles will fixed and defined by Osian team.
NCL LAS	5.1	Option 1: Directly from SAP to System for every new DSA created in SAP. a. Auto block by System if a code blocked in SAP for posting & payment.	Direct SAP connectivity will not be available. DSA creation/updates will be through bulk upload.

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		b. Auto release by System if a code is unblocked in SAP.	
LAS	New Process	Invoice needs to be raised from the GST portal	No integration with GST portal
LAS	TBP 4	Input: System will take Retail MIS directly from Data Lake, all the required fields are available in input data	Retail MIS data does not have LAS data. LAS has a separate input file
LAS	Cal Logic	Deviation Matrix on interest rate – If there is any deviation in the RAAC the approval as per below matrix should be approve by respective authorities in Paypromt as mentioned below.	Query will land in Ops Maker queue and Ops maker will take manual approval for any deviation
LAS	OSR	Invoice checking with ORC system (Intelligent Invoice Scanning) to automate the process of invoice checking & maintain invoice record. If invoices digitally not signed, then system should have an option to reject invoice and send communication to vendor. If any invoice number already used in previous month, then Duplicate invoice number not to be accepted in current and future upcoming moth while uploading invoice in system. UTR number Bulk File upload and single upload option should be available. API – Sap System Payment Posting update (API between pay prompt and SAP) OR if not API system, then to generate a upload able file for upload in SAP for accounting entry of respective DSA payout. (accounting entry approved by tax to be inbuilt in system)	During project proposal, it was decided that this feature will be out of scope
TW	4.4	Maker, Checker, Reviewer & Approver	The Payout rules can be maintained only by Ops user
NA	NA	Verification of GST number of DSA with SAP system or GST Portal is out of scope.	
NA	NA	Contract Level invoice breakdown/ Hold	
NA	NA	Data Migration from any existing system	
NA	NA	Admin ability to create / modify workflow	
NA	NA	Admin role to be available have all access	
NA	NA	In case of one user not available then able to assign to another user the case	

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NA	NA	Map temporary access to user and auto remove the access once from date completed	

5. Open Issues

Section	Issue	Solution/ Decision	Status

DSA SALES INCENTIVE IN PAYPROMPT