

Enhanced Salesperson Commission Report

AR-1049

Overview

This Extended Solution to the standard MAS 90 MAS 200 Accounts Receivable and Sales Order modules adds a number of new options to the Salesperson Commission Report.

Installation

Before installing this Extended Solution, please verify that the version level(s) printed on the CD label are the same as the version level(s) of the MAS 90 MAS 200 module(s) you are using. For further information, please see the Upgrades and Compatibility section below. Check your Shipping Manifest for a complete list of Extended Solutions shipped.

For detailed installation instructions, please refer to the Sage website at:

http://support.sagesoftwareonline.com/mas/extended_solutions/main.cfm

Installing Your Extended Solutions under Windows From a CD

If you have the *autorun* function turned on for your PC, the installation program will start up automatically. If not, find the **autorun.exe** file on your CD-ROM drive and double-click it to start the installation program. Follow the on-screen instructions.

From the Sage FTP site

When your Extended Solution is ready to be downloaded, you will receive an email from 'extendedsolutions.na@sage.com' telling you that it is ready. The email will contain the Customer Name, Cross Reference, a case-sensitive Password, a link via which you can download your Extended Solution, instructions, and a Shipping Manifest. If you have any problems with this order, please email extendedsolutions.na@sage.com and we will assist you during normal business hours.

Extended Solutions Control Center

Installing any Extended Solution will add an Extended Solutions Control Center to the MAS 90 MAS 200 Library Master Utilities menu. When you open the Control Center, the following options will be available:

- Extended Solutions Manuals
- Remove Extended Solutions
- Unlock Extended Solutions
- Merge Installation Files
- Extended Solutions Setup options

Extended Solutions

Custom Office

If you customize your MAS 90 MAS 200, then you must run the Update Utility *every time* you install this Extended Solution.

Setup

Once the disk is installed, you will need to access the Accounts Receivable Setup menu option screen. After the standard MAS 90 MAS 200 option screens have been displayed, a Setup screen for this Extended Solution will appear. Check the 'Enable Extended Solution' box to activate this Extended Solution (Figure 1). The manual for this Extended Solution, if it has been installed, can be viewed by clicking the 'Manual' button next to the 'Enable Extended Solution' check box. It can also be viewed via the Extended Solutions Control Center (see Installation, above).

Figure 1

These options allow you to tailor the report to fit your specific needs:

USE EFFECTIVE COMMISSION RATE BY SALESPERSON: Check this box to use the Effective Commission rate for reports. Leave it blank to use the Actual Commission Rate.

USE EFFECTIVE COMMISSION RATE BY PRODUCT LINE: Check this box to use the Effective Commission rate for reports. Leave it blank to use the Actual Commission Rate.

PAGE BREAK BY PRODUCT LINE: Check this box to page break by Product Line when running the Commission Report by Product Line.

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TRANSACTION TYPES TO USE FOR PARTIAL PAYMENTS: Select 'Credit Memos,' 'Payments' and/or 'Prepayments.' You may choose any combination of these transaction types, but you must choose at least one. 'Payments' will be the initial default.

REQUIRE JOB INVOICES HAVE ZERO BALANCE FOR COMMISSION: Check this box if you wish to require all invoices that reference a job have a zero balance and the job have a status of Complete before the commission on any invoice referencing a job is payable.



The MAS 90 MAS 200 Job Cost module must be integrated with the Accounts Receivable module in order to use this option.

MARK FLAGRANTLY OVERDUE INVOICES: Check this box if you wish flagrantly overdue invoices to be marked with asterisks (*****).

INCLUDE INVOICES NOT PAID: Check this box if you wish to include invoices without dates when sorting by Pay Date.

SUPPRESS SUBTOTALS BY CUSTOMER: Check this box to suppress Subtotals by Customer from printing. No change to the sort order is made.

DATE SENSITIVE: Check this box to allow date-sensitivity. When the Enhanced Salesperson Commission Report is run for a range of Pay Dates, Applied Credit and Debit Memos will only be considered 'paid' if the Invoice to which they were applied has a zero or less than zero balance as of the ending date of this range.

PRINT SHIP TO INFORMATION: Check this box to print Ship To information on the report. See Operations for further details.

PRINT ZIP CODE AND CUSTOMER PO#: Check this box to print the Bill to Zip Code and the Customer's Purchase Order number on the report.

You should visit this Setup screen after each upgrade or reinstallation of this Extended Solution.

Operation

The following options appear on the Report Selection screen (Figure 2):

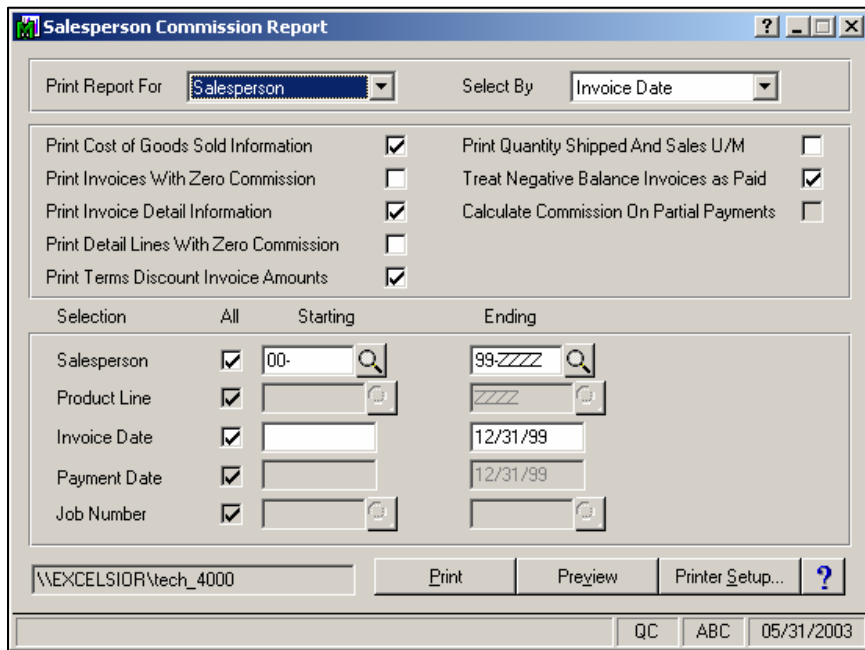


Figure 2

PRINT SALESPERSON COMMISSION REPORT FOR SALESPERSON OR PRODUCT LINE: This prompt will only appear if you have Inventory and require information to be taken from Invoice History. When this option is selected, the range of product lines becomes available. After the selection has been made, a sort file is created for all invoices referenced in the Salesperson Commission file. The Invoice Total Amount will be repeated if the invoice has inventory from more than one product line. Therefore, the Invoice Total, Subtotals and Report Totals are no longer accurate. Figure 3 is an example of the report sorted by Product Line.

COMMISSION REPORT BY PRODUCT LINE												
											ABC Distribution and Service Corp.	
PRODUCT LINE/ INVOICE NO	INVOICE NO	INV DATE	PAY DATE	COMM RATE	INV TOTAL	SALES SUBJ TO COMMISSN	COST SUBJ TO COMMISSN	GROSS PROFIT	PROFIT PRCNT	COMMISSION AMOUNT	INV AMOUNT PAID	COMMISSION PAYABLE
WF&A WORKSTATION FURN & ACCESS												
0100045	-IN	05/31/03		8.000%	283,500.00	283,500.00	157,500.00	126,000.00	44.44%	22,680.00		
0100046	-IN	05/31/03		9.775%	825.50	781.20	342.50	438.70	56.16%	76.36		
0100047	-IN	05/31/03		9.776%	263.37	309.85	155.00	154.85	49.98%	30.29		
0100048	-IN	05/30/03		10.000%	130.00	130.00	65.00	65.00	50.00%	13.00		
0100054	-IN	04/01/03		10.000%	407.40	407.40	171.25	236.15	57.97%	40.74		
0100055	-CM	05/10/03		10.002%	81.48	81.48	34.25	47.23	57.97%	8.15		
0100056	-IN	01/01/03		10.000%	84.00	84.00	34.25	49.75	59.23%	8.40		
PRODUCT LINE WF&A TOTALS:					285,128.79	285,130.97	158,233.75	126,897.22	44.50%	22,840.64	.00	.00
REPORT TOTALS:					295,589.25	294,429.42	162,875.65	131,553.77	44.68%	23,770.19	.00	.00

Figure 3

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SELECT BY INVOICE DATE OR PAY DATE: Select Pay Date or Invoice Date for selecting commissions to print. In the case of multiple payments against invoices, the last Payment date is used.

PRINT COST OF GOODS SOLD INFORMATION: Check this box to print Cost Of Goods Sold information.

PRINT INVOICES WITH ZERO COMMISSIONS: Leave this blank to skip the printing of invoices with commission amounts of zero.

PRINT INVOICE DETAIL INFORMATION: Check this box to print detail lines of all items with commission flags set to Yes. You must check this box if you wish to have 'Quantity Shipped' and 'Sales UOM' print on the report.

PRINT DETAIL LINES WITH ZERO COMMISSIONS: This prompt is only accessible if the 'Print Invoice Detail Information' box has been checked. Leave this blank to skip all detail lines with commission amounts of zero.

PRINT TERMS DISCOUNT INVOICE AMOUNTS: Check this box and the 'Print Cost of Goods Sold Information' box and the columns 'Gross Profit' and 'Profit Prcnt' will be replaced with 'Disc Amount' and 'Inv Total Less Disc' (invoice total less discount amount). Leave it blank and these columns will not appear on the report. Figure 4 is an example of the report with these columns included.

ABC Distribution and Service Corp.												
SALESPERSON COMMISSION REPORT												
SALESPERSON NO: 01-0100 Jim Kentley												
CUSTOMER NO/ INVOICE NO	INV DATE	PAY DATE	COMM RATE	INV TOTAL	SALES SUBJ TO COMMSN	COST SUBJ TO COMMSN	DISC AMOUNT	INV TOTAL LESS DISC	COMMSN AMOUNT	INV AMOUNT PAID	COMMISSION PAYABLE	
01-ABF American Business Futures												
0000169 -IN	05/29/03	05/31/03	10.000%	2,416.25	2,295.00	.00	.00	2,416.25	229.50	2,236.95	229.50	
0000190 -IN	04/30/03		10.000%	85.00	85.00	.00	.00	85.00	8.50	.00	.00	
0000191 -IN	05/31/03	05/31/03	10.000%	2,416.25	2,295.00	.00	.00	2,416.25	229.50	2,416.25	229.50	
0100009 -IN	05/23/03	05/31/03	10.001%	2,032.54	1,979.99	1,086.55	.00	2,032.54	198.01	2,032.54	198.01	
0100011 -IN	05/28/03	05/31/03	9.998%	265.86	242.34	106.30	.00	265.86	24.23	265.86	24.23	
0100012 -IN	05/28/03	05/31/03	2.001%	666.53	610.56	298.61	.00	666.53	12.22	666.53	12.22	
0100033 -IN	05/15/03	05/31/03	9.801%	1,113.05	1,075.85	589.83	.00	1,113.05	105.44	500.00	.00	
0100034 -IN	05/15/03		9.100%	2,467.61	2,350.10	145.75	.00	2,467.61	213.86	.00	.00	
SPLIT COMMSN %: 91.00%												
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151												
0100039 -CM	05/16/03		10.000%	47.56-	44.66-	15.50-	.00	47.56-	4.47-	.00	4.47-	
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151												
0100041 -IN	05/31/03		10.000%	38.20	33.20	15.45	.00	38.20	3.32	.00	.00	
SHIP TO: 2 American Business Futures Racine Warehouse 5411 Kendrick Place Racine, WI 53120 USA												
2480-8-50			10.000%		33.20	15.45			3.32			
0100042 -IN	05/21/03	05/31/03	10.001%	864.25	826.25	387.50	.00	864.25	82.63	864.25	82.63	
WIDGET			10.003%		165.75	82.50			16.58			

Figure 4

PRINT QUANTITY SHIPPED & SALES U/M: If you want to show 'Quantity Shipped' and 'Sales U/M' columns, the 'Invoice Terms' column will be removed from the report (Figure 5). You must also answer 'Salesperson' to 'Salesperson or Product Line' and check the 'Print Invoice Detail Information' box if you wish to see these columns.

ABC Distribution and Service Corp.												
SALESPERSON COMMISSION REPORT												
SALESPERSON NO: 01-0100 Jim Kentley												
CUSTOMER NO/ INVOICE NO	INV DATE	SPLIT COMM %	COMM RATE	INV TOTAL	SALES SUBJ TO COMMISSN	COST SUBJ TO COMMISSN	DISC AMOUNT	INV TOTAL LESS DISC	COMMISSN AMOUNT	QUANTITY SHIPPED	SALES U/M	
01-ABF		American Business Futures										
0000169	-IN 05/29/03	100.00%	10.000%	2,416.25	2,295.00	.00	.00	2,416.25	229.50			
0000190	-IN 04/30/03	100.00%	10.000%	85.00	85.00	.00	.00	85.00	8.50			
0000191	-IN 05/31/03	100.00%	10.000%	2,416.25	2,295.00	.00	.00	2,416.25	229.50			
0100009	-IN 05/23/03	100.00%	10.001%	2,032.54	1,979.99	1,086.55	.00	2,032.54	198.01			
0100011	-IN 05/28/03	100.00%	9.998%	265.86	242.34	106.30	.00	265.86	24.23			
0100012	-IN 05/28/03	100.00%	2.001%	666.53	610.56	298.61	.00	666.53	12.22			
0100033	-IN 05/15/03	100.00%	9.801%	1,113.05	1,075.85	589.83	.00	1,113.05	105.44			
0100034	-IN 05/15/03	91.00%	9.100%	2,467.61	2,350.10	145.75	.00	2,467.61	213.86			
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151												
0100039	-CM 05/16/03	100.00%	10.009%	47.56	44.66	15.50	.00	47.56	4.47			
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151												
0100041	-IN 05/31/03	100.00%	10.000%	38.20	33.20	15.45	.00	38.20	3.32			
SHIP TO: 2 American Business Futures Racine Warehouse 5411 Kendrick Place Racine, WI 53120 USA												
2480-8-50			10.000%		33.20	15.45			3.32	1.00	EACH	
0100042	-IN 05/21/03	100.00%	10.001%	864.25	826.25	387.50	.00	864.25	82.63			
WIDGET			10.003%		165.75	82.50			16.58	3.00	Each	
200-DA			10.000%		88.00	25.00			8.80	1.00	Each	
WDPACK			10.002%		572.50	280.00			57.26	1.00	Box	

Figure 5

CALCULATE COMMISSION ON PARTIAL PAYMENTS: In order for this selection to be offered on the Salesperson Commission Report selector screen, you must have the 'Use Open Item or Balance Forward Receivables' question set to 'Open Item' and the 'Pay Commissions On Paid Invoices Only' set to 'Yes' on the standard MAS 90•MAS 200 A/R Option Setup screen. If you have the 'Pay Commissions...' question set to 'No,' then this option will not be visible.

When you run the Salesperson Commission Report you must answer 'Salesperson' to 'Salesperson or Product Line,' No to the 'Print Cost Of Goods Sold Information,' No to the 'Print Invoice Detail Information' and No to 'Print Quantity Shipped and Sales U/M' questions if you wish to see these columns.

For Calculating Commission for Partial Payments, this report adds two new columns for 'Inv Amt Paid to Date' and 'Invoice Balance' (Figure 6): 'Invoice Amount Paid to Date' is calculated as the total cash received for the life of the invoice. Cash Received is considered as Payment transactions, Prepayment transactions and/or Applied Credit memos. 'Invoice Balance' is calculated as 'Invoice Total' minus 'Invoice Amount Paid to Date.' In order to use these columns, all customers must be set up as Open Customers and you must answer No to print Invoice Detail and print Cost Of Goods Sold information.

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ABC Distribution and Service Corp.											
SALESPERSON COMMISSION REPORT											
FOR INVOICE DATES: 05/01/03 THRU 05/31/03											
SALESPERSON NO: 01-0100 Jim Kentley											
CUSTOMER NO/ INVOICE NO	INV DATE	PAY DATE	COMM RATE	INV TOTAL	SALES SUBJ TO COMMSN	COMMSN INV AMOUNT	INV AMOUNT PAID	COMMISSION PAYABLE	INV AMOUNT PAID TO DATE	INVOICE BALANCE	FUTURE DUE
01-ABF	American Business Futures										
0000169 -IN	05/29/03	05/31/03	10.000%	2,416.25	2,295.00	229.50	2,416.25	229.50	2,416.25	00	
0000191 -IN	05/31/03	05/31/03	10.000%	2,416.25	2,295.00	229.50	2,416.25	229.50	2,416.25	00	
0100009 -IN	05/23/03	05/31/03	10.001%	2,032.54	1,979.99	198.01	2,032.54	198.01	2,032.54	00	
0100011 -IN	05/28/03	05/31/03	9.998%	265.86	242.34	24.23	265.86	24.23	265.86	00	
0100012 -IN	05/28/03	05/31/03	2.001%	666.53	610.56	12.22	666.53	12.22	666.53	00	
0100033 -IN	05/15/03	05/31/03	9.801%	1,113.05	1,075.85	105.44	500.00	47.37	500.00	613.05	
0100034 -IN	05/15/03		9.100%	2,467.61	2,350.10	213.86	.00	.00	.00	2,467.61	
SPLIT COMMSN %: 91.00%											
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151											
0100039 -CM	05/16/03		10.009%	47.56-	44.66-	4.47-	.00	4.47-	.00	47.56-	
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151											
0100041 -IN	05/31/03		10.000%	38.20	33.20	3.32	.00	.00	.00	38.20	
SHIP TO: 2 American Business Futures Racine Warehouse 5411 Kendrick Place Racine, WI 53120 USA											
0100042 -IN	05/21/03	05/31/03	10.001%	864.25	826.25	82.63	864.25	82.63	864.25	00	
0100048 -IN	05/30/03		10.000%	130.00	130.00	13.00	.00	.00	.00	130.00	
SHIP TO: 2 American Business Futures Racine Warehouse 5411 Kendrick Place											

Figure 6

During report generation the Invoice Amount Paid and Commission Payable columns will be recalculated as follows:

- Invoice Amount Paid and the Invoice Amount Paid to Date will be calculated as the total cash received within the selected invoice date range. Cash received will be considered to be Payment transactions, Prepayment transactions and/or Applied Credit Memos (see Setup).
- Commission Payable will be calculated as Commission Amount times the percentage of the new Invoice Amount Paid (as Calculated above) compared to the Invoice Totals Amount.
- The paid date of Applied Debit Memos is set to be the same as the paid date of the invoice to which it was applied.
- Payment will be distributed based on percentage of Total Invoice Amount and applied to both the original invoice and the Applied Debit Memo.

Example: Setup

include credit memo in partial payments invoice 0000001, amount \$290
DM 0000002, amount \$85, applied to invoice 0000001
CM 0000003, amount \$145, applied to invoice 0000001
Cash Receipt on 6/30/02, amount \$100

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On the commission report:

invoice amount paid for invoice 0000001 = $(\$245/\$375) * \$290 = \189.47

invoice amount paid for Debit Memo 0000002 = $(\$245/\$375) * \$85 = \55.53

\$245 is total payment: \$100 cash + \$145 Credit Memo

\$375 is total invoice amount: \$290 invoice + \$85 Debit Memo

Commission Payable is calculated using the same percentage.

A 'Future Due' column is added if you check this box and you select the report by Invoice Date range. To print the 'Future Due' column leave the start date of the Invoice Date Range blank during report selection (Figure 7). The data in this column will be calculated as the Commission Amount minus Commission Payable.

ABC Distribution and Service Corp.												
SALESPERSON COMMISSION REPORT												
SALESPERSON NO: 01-0100 Jim Kentley												
CUSTOMER NO/ INVOICE NO	INVT DATE	PAY DATE	COMM RATE	INV TOTAL	SALES SUBJ TO COMMSN	COMMSN AMOUNT	INV AMOUNT PAID	COMMISSION PAYABLE	INV AMOUNT PAID TO DATE	INVOICE BALANCE	FUTURE DUE	
01-ABF American Business Futures												
0000169	-IN	05/29/03	05/31/03	10.000%	2,416.25	2,295.00	229.50	2,416.25	229.50	2,416.25	.00	0.00
0000190	-IN	04/30/03		10.000%	85.00	85.00	8.50	.00	.00	.00	85.00	8.50
0000191	-IN	05/31/03	05/31/03	10.000%	2,416.25	2,295.00	229.50	2,416.25	229.50	2,416.25	.00	0.00
0100009	-IN	05/23/03	05/31/03	10.001%	2,032.54	1,979.99	198.01	2,032.54	198.01	2,032.54	.00	0.00
0100011	-IN	05/28/03	05/31/03	9.998%	265.86	242.34	24.23	265.86	24.23	265.86	.00	0.00
0100012	-IN	05/28/03	05/31/03	2.001%	666.53	610.56	12.22	666.53	12.22	666.53	.00	0.00
0100033	-IN	05/15/03	05/31/03	9.801%	1,113.05	1,075.85	105.44	500.00	47.37	500.00	613.05	-38.07
0100034	-IN	05/15/03		9.100%	2,467.61	2,350.10	213.86	.00	.00	.00	2,467.61	213.86
SPLIT COMMSN %: 91.00%												
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151												
0100039	-CM	05/16/03		10.009%	47.56-	44.66-	4.47-	.00	4.47-	.00	47.56-	0.00
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151												
0100041	-IN	05/31/03		10.000%	38.20	33.20	3.32	.00	.00	.00	38.20	3.32
SHIP TO: 2 American Business Futures Racine Warehouse 5411 Kendrick Place Racine, WI 53120 USA												
0100042	-IN	05/21/03	05/31/03	10.001%	864.25	826.25	82.63	864.25	82.63	864.25	.00	0.00
0100048	-IN	05/30/03		10.000%	130.00	130.00	13.00	.00	.00	.00	130.00	13.00
SHIP TO: 2 American Business Futures Racine Warehouse												

Figure 7

PRINT ITEM DESCRIPTION ON DETAIL REPORT: (This prompt will appear only if No was answered to 'Pay Commission On Paid Invoices Only' on the Accounts Receivable Option Setup screen). If you check this box, the Invoice Terms information column will be removed from the detail report and prints the Items Description next to the Item Number and will shift all other report columns to the right (Figure 8). In order to use this option you must sort by Salesperson, print Cost of Goods Sold Information, print Invoice Detail Information, not print Quantity Shipped & Sales U/M, not print Terms Discount Invoice Amounts and not print to Video.

Extended Solutions

ABC Distribution and Service Corp.										
SALESPERSON COMMISSION REPORT										
SALESPERSON NO: 01-0100 Jim Kentley										
CUSTOMER NO/ INVOICE NO	INVOICE NO	INV DATE	SPLIT COMM %	COMM RATE	INV TOTAL	SALES SUBJ TO COMMSN	COST SUBJ TO COMMSN	GROSS PROFIT	PRC	PROFIT COMMSN AMOUNT
01-ABF	American Business Futures									
0000169	-IN	05/29/03	100.00%	10.000%	2,416.25	2,295.00	.00	2,295.00	100.00%	229.50
0000190	-IN	04/30/03	100.00%	10.000%	85.00	85.00	.00	85.00	100.00%	8.50
0000191	-IN	05/31/03	100.00%	10.000%	2,416.25	2,295.00	.00	2,295.00	100.00%	229.50
0100009	-IN	05/23/03	100.00%	10.001%	2,032.54	1,979.99	1,086.55	893.44	45.12%	198.01
0100011	-IN	05/28/03	100.00%	9.998%	265.86	242.34	106.50	136.04	56.14%	24.23
0100012	-IN	05/28/03	100.00%	2.001%	666.53	610.56	298.61	311.95	51.09%	12.22
0100033	-IN	05/15/03	100.00%	9.801%	1,113.05	1,075.85	589.83	486.02	45.18%	105.44
0100034	-IN	05/15/03	91.00%	9.100%	2,467.61	2,350.10	145.75	2,204.35	93.80%	213.86
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151										
0100039	-CM	05/16/03	100.00%	10.009%	47.56-	44.66-	15.50-	29.16-	65.29%	4.47-
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151										
0100041	-IN	05/31/03	100.00%	10.000%	38.20	33.20	15.45	17.75	53.46%	3.32
SHIP TO: 2 American Business Futures Racine Warehouse 5411 Kendrick Place Racine, WI 53120 USA										
2480-8-50	DESK FILE 8" CAP 50			10.000%		33.20	15.45	17.75	53.45%	3.32
0100042	-IN	05/21/03	100.00%	10.001%	864.25	826.25	387.50	438.75	53.10%	82.63
WIDGET 8" x 10" Widgets										
200-DA 22" Widget with Hinges										
WDPACKWidget 10 Pack										

Figure 8

Invoice Detail information is retrieved from the A/R Invoice History file. For this report to retrieve detail data you must have the flag set to 'Yes' in the A/R Options Setup Menu in response to the question 'Do You Want To Retain Detailed Invoice History' and the invoice must currently be in the file. The SO-BUGS Extended Solution has been included with this Extended Solution so that the Line Item Commission Amount (which can be selected as an option when printing) will be retained.

USE EFFECTIVE COMMISSION RATE: For the Salesperson Commission Report. If set to 'Yes,' then the commission rates will be recalculated at the time of report generation for both the Main Invoice line and each Detail line of the invoice. They are based on either the Net Invoice method or Gross Profit method, depending on the current flag setting in Accounts Receivable Options Setup. If set to 'No,' then the commission rate for the Main Invoice line will not be altered, and the commission rates for each Detail line will be the actual commission rates from the Sales Invoice. The commission amount will always be the actual commission amount calculated at the time the Sales Journal is Updated.

An 'Invoice Terms' column has been added to the report (Figure 9). The Invoice Terms column will only print if No was answered to 'Pay Commission On Paid Invoices Only' on the Accounts Receivable Option Setup screen.

Extended Solutions

ABC Distribution and Service Corp.										
SALESPERSON COMMISSION REPORT										
SALESPERSON NO: 01-0100 Jim Kentley										
CUSTOMER NO/ INVOICE NO	INW DATE	SPLIT COMM %	COMM RATE	INV TOTAL	SALES SUBJ TO COMMSN	COST SUBJ TO COMMSN	DISC AMOUNT	INV TOTAL LESS DISC	COMMSN AMOUNT	INVOICE TERMS
01-ABF American Business Futures										
0000169	-IN 05/29/03	100.00%	10.000%	2,416.25	2,295.00	0.00	0.00	2,416.25	229.50	
0000190	-IN 04/30/03	100.00%	10.000%	85.00	85.00	0.00	0.00	85.00	8.50	
0000191	-IN 05/31/03	100.00%	10.000%	2,416.25	2,295.00	0.00	0.00	2,416.25	229.50	
0100009	-IN 05/23/03	100.00%	10.001%	2,032.54	1,979.99	1,086.55	0.00	2,032.54	198.01	
0100011	-IN 05/28/03	100.00%	9.998%	265.86	242.34	106.30	0.00	265.86	24.23	
0100012	-IN 05/28/03	100.00%	2.001%	666.53	610.56	298.61	0.00	666.53	12.22	
0100033	-IN 05/15/03	100.00%	9.801%	1,113.05	1,075.85	589.83	0.00	1,113.05	105.44	01 - Net 30 Days
0100034	-IN 05/15/03	91.00%	9.100%	2,467.61	2,350.10	145.75	0.00	2,467.61	213.86	01 - Net 30 Days
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151										
0100039	-CM 05/16/03	100.00%	10.009%	47.56-	44.66-	15.50-	0.00	47.56-	4.47-	01 - Net 30 Days
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151										
0100041	-IN 05/31/03	100.00%	10.000%	38.20	33.20	15.45	0.00	38.20	3.32	01 - Net 30 Days
SHIP TO: 2 American Business Futures Racine Warehouse 5411 Kendrick Place Racine, WI 53120 USA										
2480-8-50			10.000%		33.20	15.45			3.32	
0100042	-IN 05/21/03	100.00%	10.001%	864.25	826.25	387.50	0.00	864.25	82.63	01 - Net 30 Days
WIDGET			10.003%		165.75	82.50			16.58	
200-DA			10.000%		88.00	25.00			8.80	
WDPACK			10.002%		572.50	280.00			57.26	

Figure 9

If you selected the Setup option to 'Mark Flagrantly Overdue Invoices,' an asterisk will be printed next to the invoice (Figure 10) when the system detects that the invoice is past due by the minimum number of days specified in Setup. The number of days overdue is calculated by subtracting the invoice due date from the system date.



You must have the 'Print COGS' option turned off in order to use this option.

ABC Distribution and Service Corp.										
SALESPERSON COMMISSION REPORT										
SALESPERSON NO: 01-0100 Jim Kentley										
CUSTOMER NO/ INVOICE NO	INW DATE	SPLIT COMM %	COMM RATE	INV TOTAL	SALES SUBJ TO COMMSN	COMMSN AMOUNT	INVOICE TERMS			
01-ABF American Business Futures										
0000169	-IN 05/29/03	100.00%	10.000%	2,416.25	2,295.00	229.50				
0000190	-IN 04/30/03	100.00%	10.000%	85.00	85.00	8.50				*****
0000191	-IN 05/31/03	100.00%	10.000%	2,416.25	2,295.00	229.50				
0100009	-IN 05/23/03	100.00%	10.001%	2,032.54	1,979.99	198.01				
0100011	-IN 05/28/03	100.00%	9.998%	265.86	242.34	24.23				
0100012	-IN 05/28/03	100.00%	2.001%	666.53	610.56	12.22				
0100033	-IN 05/15/03	100.00%	9.801%	1,113.05	1,075.85	105.44	01 - Net 30 Days			
0100034	-IN 05/15/03	91.00%	9.100%	2,467.61	2,350.10	213.86	01 - Net 30 Days			
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151										
0100039	-CM 05/16/03	100.00%	10.009%	47.56-	44.66-	4.47-	01 - Net 30 Days			
SHIP TO: American Business Futures 2131 E. 14th Street Suite 100 Milwaukee, WI 53151										
0100041	-IN 05/31/03	100.00%	10.000%	38.20	33.20	3.32	01 - Net 30 Days			
SHIP TO: 2 American Business Futures Racine Warehouse 5411 Kendrick Place Racine, WI 53120 USA										
2480-8-50			10.000%		33.20	3.32				
0100042	-IN 05/21/03	100.00%	10.001%	864.25	826.25	82.63	01 - Net 30 Days			
WIDGET			10.003%		165.75	16.58				
200-DA			10.000%		88.00	8.80				
WDPACK			10.002%		572.50	57.26				

Figure 10

Extended Solutions

Date Sensitivity

If you answered Yes in Setup, when the report is selected by a range Pay Dates, rather than Invoice Dates, the following changes will be in effect:

1. As the 'APPLY TO INVC: xxxxx BAL.' data line that prints for Applied Debit and Credit Memo transactions is processed, the program will determine that invoice's balance as of the ending date of the Pay Date range selected. The balance as of this date will be printed. Effectively, the balance of this report is the same as it would be if the Trial Balance Report were run for this invoice using the Pay Date as the 'As Of' date. Note that this may slow the report, as this 'trial balance' will not be instantaneous.
2. The Applied Credit or Debit Memo transaction line will only calculate a non-zero Commission Payable value if the invoice to which it is applied has a zero or negative balance, using the logic above.

Ship To Information

If you checked the 'Print Ship To Information' option in Setup, the Salesperson Commission Report will print a block of text underneath each Invoice Number that contains the Ship To Code plus the Address Block. If a Ship To Code was not referenced on the Invoice then the Code field will be blank but the Address fields will still print the values in the Ship To Address lines of the Invoice. Blank lines will be suppressed. Figure 11 is an example of the report with Ship To information.

SALESPERSON COMMISSION REPORT										
ABC Distribution and Service Corp.										
SALESPERSON NO: 01-0200 Shelly Westland										
CUSTOMER NO/ INVOICE NO	INVD DATE	SPLIT COMM %	COMM RATE	INV TOTAL	SALES SUBJ TO COMMSN	COST SUBJ TO COMMSN	DISC AMOUNT	INV TOTAL LESS DISC	COMMSN AMOUNT	INVOICE TERMS
01-ABF 0100190 -IN	Artie Johnson Inc. 06/26/03	100.00%	.000%	1,784.00	84.00	32.75	.00	1,784.00	6.72	01 - Net 30 Days
SHIP TO: 2	American Business Futures Racine Warehouse 5411 Kendrick Place Racine, WI 53120 USA									
1001-HON-H252 0100195 -IN	06/27/03	100.00%	8.000%	1,784.00	84.00	34.25	.00	1,784.00	6.72	01 - Net 30 Days
SHIP TO: 2	American Business Futures Racine Warehouse 5411 Kendrick Place Racine, WI 53120 USA									

Figure 11

Zip Code and Customer PO#

If you checked the 'Print Zip Code and Customer PO#' option in Setup, then an additional line will be added underneath each Invoice Number that references the 'Bill to Zip Code' and 'Customer PO #'. If the Invoice originated in A/R then the Customer's Zip Code will be used for the Bill To Zip Code. Figure 12 is an example of the report with the Zip Code and Customer PO# information.

Extended Solutions

SALESPERSON COMMISSION REPORT											SDN Company	
											FOR INVOICE DATES: 02/09/05 THRU 02/09/05	
SALESPERSON NO: 01-0100 Jim Kentley												
CUSTOMER NO/ INVOICE NO	INVDATA	PAY DATE	COMM RATE	INV TOTAL	SALES SUBJ TO COMMSN	COST SUBJ TO COMMSN	DISC AMOUNT	INV TOTAL LESS DISC	COMMSN AMOUNT	INV AMOUNT PAID	COMMISSION PAYABLE	
01-ABF 0100099 -IN	American Business Futures 02/09/05		000%	857.97	857.97	345.00	.00	857.97	85.80	.00	.00	
SHIP TO: 2	American Business Futures 150 Kenneth Place NE Accounting Dept Bainbridge Island, WA 98110 USA											
BILL TO ZIP CODE:	98101	CUSTOMER POW# 1XD34-ACB										
1001-HON-H252		10.000%			838.97	342.50			83.90			
COMP-000		10.000%			19.00	2.50			1.90			
CUSTOMER 01-ABF TOTALS:				857.97	857.97	345.00	.00	857.97	85.80	.00	.00	
SALESPERSON 01-0100 TOTAL:				857.97	857.97	345.00	.00	857.97	85.80	.00	.00	

Figure 12

Helpful Hints

- When the report is run by Product Line, the flag in A/R Setup for A/R History must be set to Yes. If the flag is set to No or 'Salesperson' this option will not be available and will not appear on the selection screen.
- When the report is run for Partial Payments, the date range for payment transactions will be as follows: The Ending Date will be the same as the Ending Invoice date and the Starting Date will be first day of the month of the Ending Date. For example: Starting Invoice Date is 01/01/91 and the Ending Invoice Date is 12/31/91. The Starting Payment Transaction Date will be 12/01/91 and the Ending Payment Transaction Date will be 12/31/91.
- In order to see Partial Payments on the report the range of Invoice Dates must include the original Invoice Date.
- When the report is run for pay dates on partial payments the invoices open and commission due amounts will reflect the current pay date information only. The invoices open and commission due columns will not include partial payments made previously.
- In order to set the "Require Job Invoices Have 0 Bal For Commission" option to Yes, the 'Do You Want to Pay Commission on Paid Invoices Only' option on A/R screen 2 Setup options must be set to Yes.
- The 'Calculate Commission on Partial Payments' option on the Salesperson Commission Report selection screen cannot be changed to Yes if the 'Require Job Invoices Have 0 Bal For Commission' box in Setup is checked.

Extended Solutions

Report Master/Visual Integrator

The files listed below have been added, or changed, in the Data Dictionary by this Extended Solution for Visual Integrator purposes.

<i>New File:</i>	<i>Field:</i>
SO.INVOICE	#LINE_COMM_RATE
AR.INVHD_2	All Fields

The Data Dictionary may contain other files and data fields that are not available without their corresponding Best Software Extended Solutions installed.

Note: The Report Master module is not supported in MAS 200 SQL.

Crystal Reports and the ODBC Dictionary

The files listed below have been added, or changed, in the ODBC Dictionaries by this Extended Solution for Crystal Reports purposes.

<i>File:</i>	<i>Description</i>	<i>Fields:</i>
AR_AO	Inv Hist Detail 2	InvoiceNumber HeaderSeqNumber DetailSeqNumber TierSeqNumber LineCommRate
SO6	Invoice Data Entry Detail	LineCommRate

Be aware that the ODBC Dictionaries may contain other files and data fields that will be unavailable without their corresponding Extended Solutions installed.

What's New

With the 02-09-05 release:

- Added 'Print Zip Code and Customer Po#' option to Setup.

Upgrades and Compatibility

The installation CD is labeled with the version of the MAS 90 MAS 200 module for which this Extended Solution was prepared. This Extended Solution will check its compatibility with the appropriate MAS 90 MAS 200 modules and will be disabled if an incompatibility is found. If you upgrade your MAS 90 MAS 200 modules, this Extended Solution must be upgraded as well. Your MAS 90 MAS 200 dealer can supply this upgrade.

Documentation

Only changes made to the standard operation of MAS 90 MAS 200 have been documented in this manual. Operations not documented in this manual are standard procedures of MAS 90 MAS 200 processing. Standard MAS 90 MAS 200 processes, data entry screens, inquiry

