Commissions Master

User Guide

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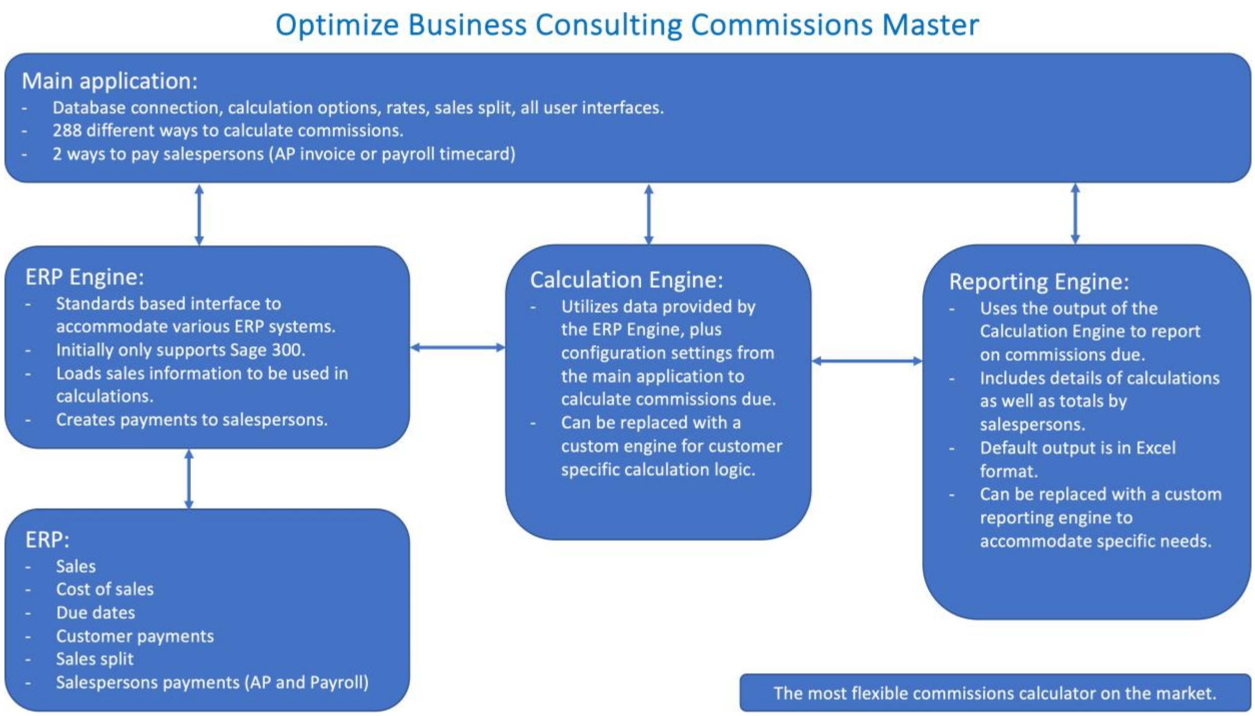
1 Overview

Commissions Master is the most flexible commissions calculator on the market with 288 different ways to calculate commissions out-of-the-box and support for smart rules to tweak commissions further. What's more, it's built with open architecture and LEGO-like blocks of functionality, each of which can be tweaked to your specific needs without the need to modify the whole application.

Beyond simple commissions calculations, you can store the history of the calculations right in the application, review each calculation and once confirmed that everything is correct, create a liability to pay to the salesperson either through AP invoice or a payroll timecard.

The image below outlines the overall architecture.



Specifically, the following components can be substituted by alternative as needed by customers:

1. **ERP Engine.** The initial release comes with support for Sage 300, but additional ERP systems support is planned in future releases.
2. **Calculation Engine.** The default calculation logic is customizable by various options and configuration screens in the application. If the options provided within the application are not sufficient, a completely new calculation engine can be created to support specific needs of a customer.
3. **Reporting Engine.** The default reporting engine generates an Excel file with multiple tabs, one for calculation parameters, one for all details of the calculation, one for totals, and one tab per salesperson with only transactions related to that salesperson. Users can use the report as is, or built pivot tables on top of it as needed. If the default reporting engine is not sufficient, a completely

new reporting engine can be created and plugged into the application. The output of such a reporting engine doesn't have to be Excel, it can be in any format requested by customer.

2 Features and Editions

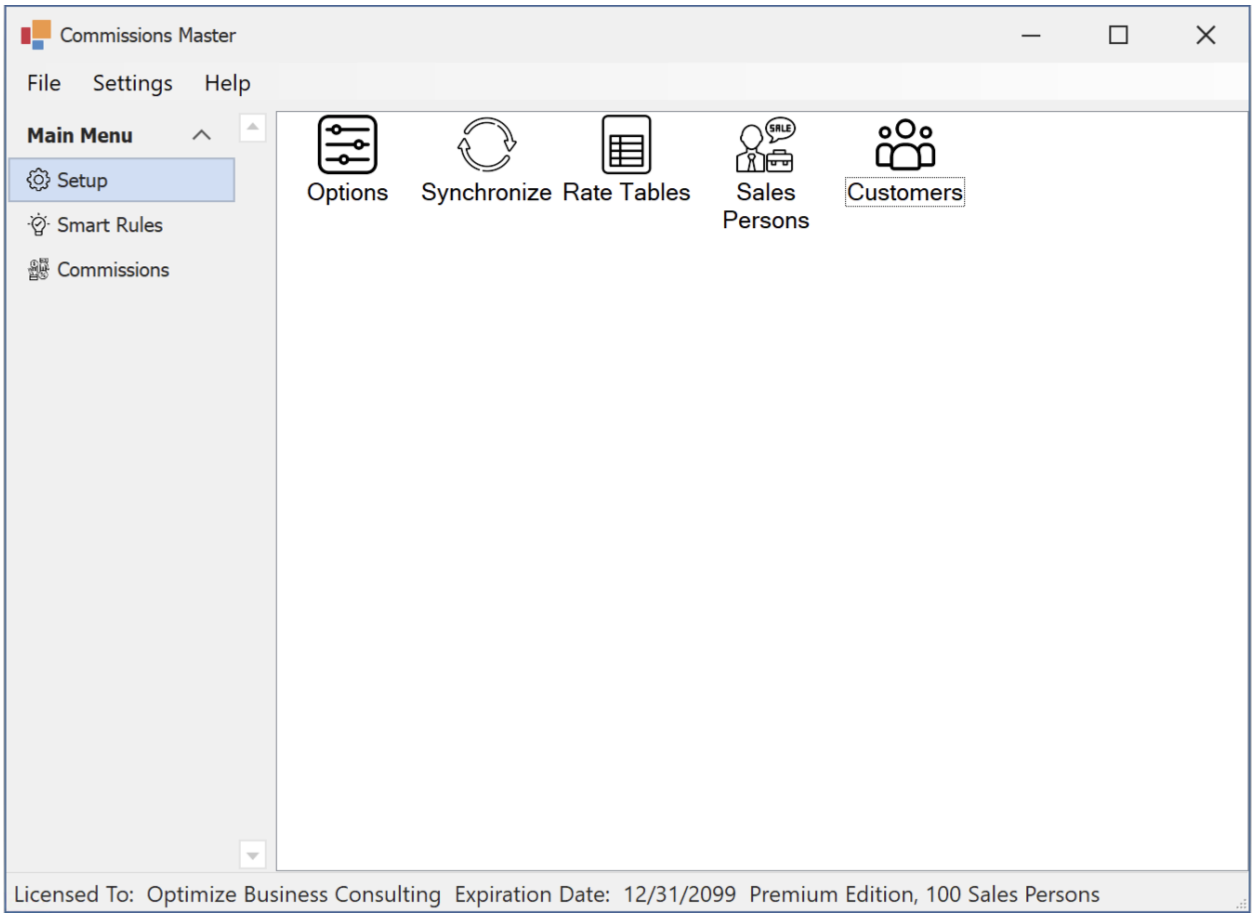
Commissions Master comes in two editions: Standard and Premium. The table below outlines the features in each edition.

Feature	Standard	Premium
Rate Tables. Define different commission rates depending on the volume of sales. Each sales person is assigned to a rate table.	Progressive Cumulative	Progressive Cumulative
Rate Table Ranges Based On	Sales Amount Profit Amount Profit Percentage	Sales Amount Profit Amount Profit Percentage
Commissions Based On	Sales Amount Profit Amount	Sales Amount Profit Amount
Calculate Commissions Based On	Individual Transactions Totals for a Period	Individual Transactions Totals for a Period
Commissions are Paid On	Invoice Date Invoice Due Date Payment Date Payment Apply Date	Invoice Date Invoice Due Date Payment Date Payment Apply Date
Sales Split	Invoice, then Customer Invoice Only Customer Only	Invoice, then Customer Invoice Only Customer Only
Override Sales Split from ERP System	Yes	Yes
Override Commissions Calculation Method in Each Calculation	Yes	Yes
Estimate Future Commissions based on invoice due date	Yes	Yes
Pay salespersons via AP bill	Yes	Yes
Pay salespersons via US or Canadian payroll timecard	Yes	Yes
Store Commissions Calculation History	Yes	Yes
Export Commission Calculation Details into Excel	Yes	Yes
Custom ERP Interface (requires additional programming)	Yes	Yes
Custom Reporting Engine (requires additional programming)	Yes	Yes
Custom Calculation Logic (requires additional programming)	Yes	Yes
Hierarchical commissions (pay sales manager on other salespersons' sales)	No	Yes

Smart fields and rules to override sales split and commissions rates based on customer, ship-to, and invoice level fields, including custom fields.	No	Yes

3 Main Screen

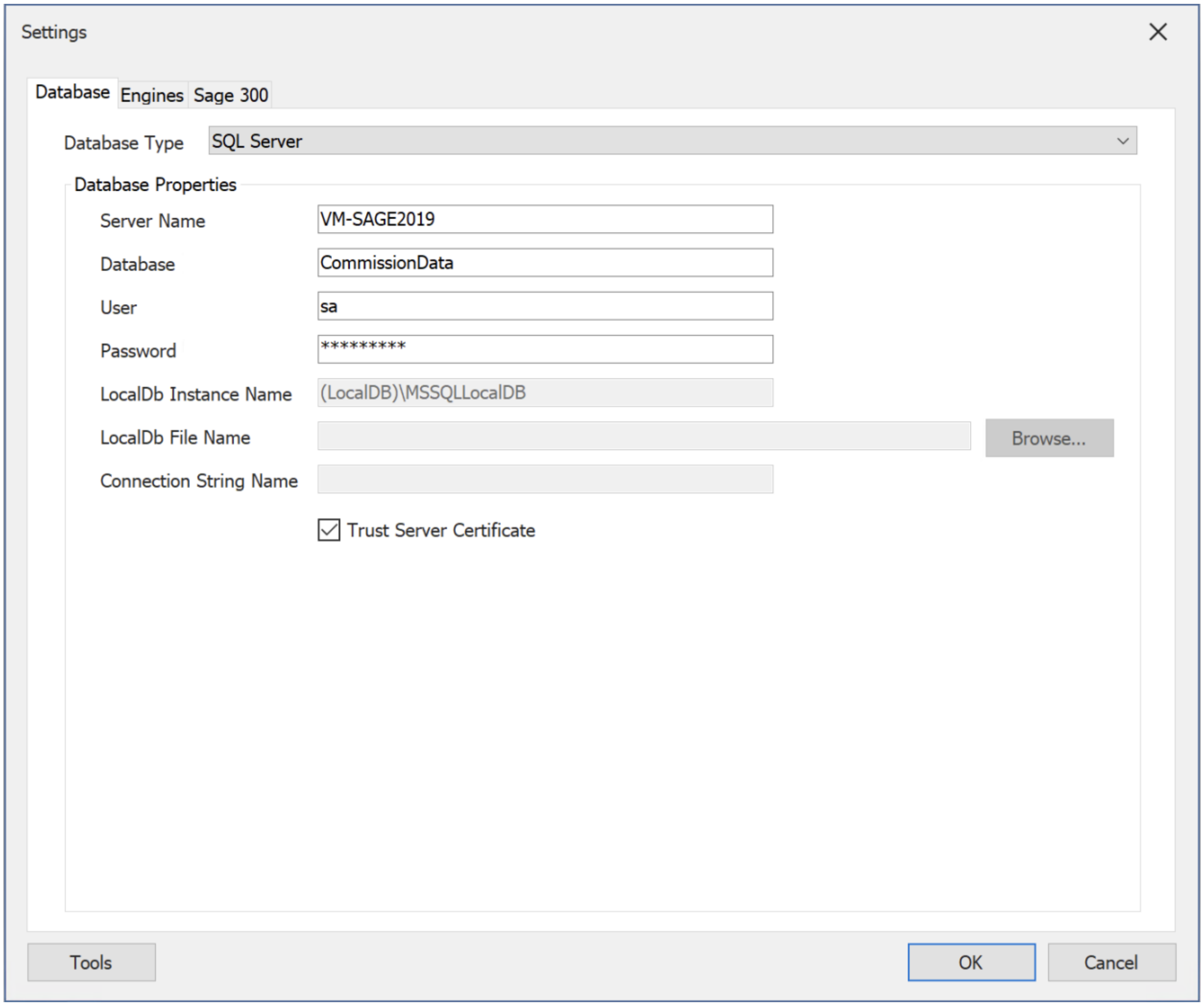
The main screen provides access to all features of the application.



The navigation list on the left is used to select a group of functions and the panel on the right shows the features available. For example, if you click on the Setup icon on the left, all setup related icons appear on the right.

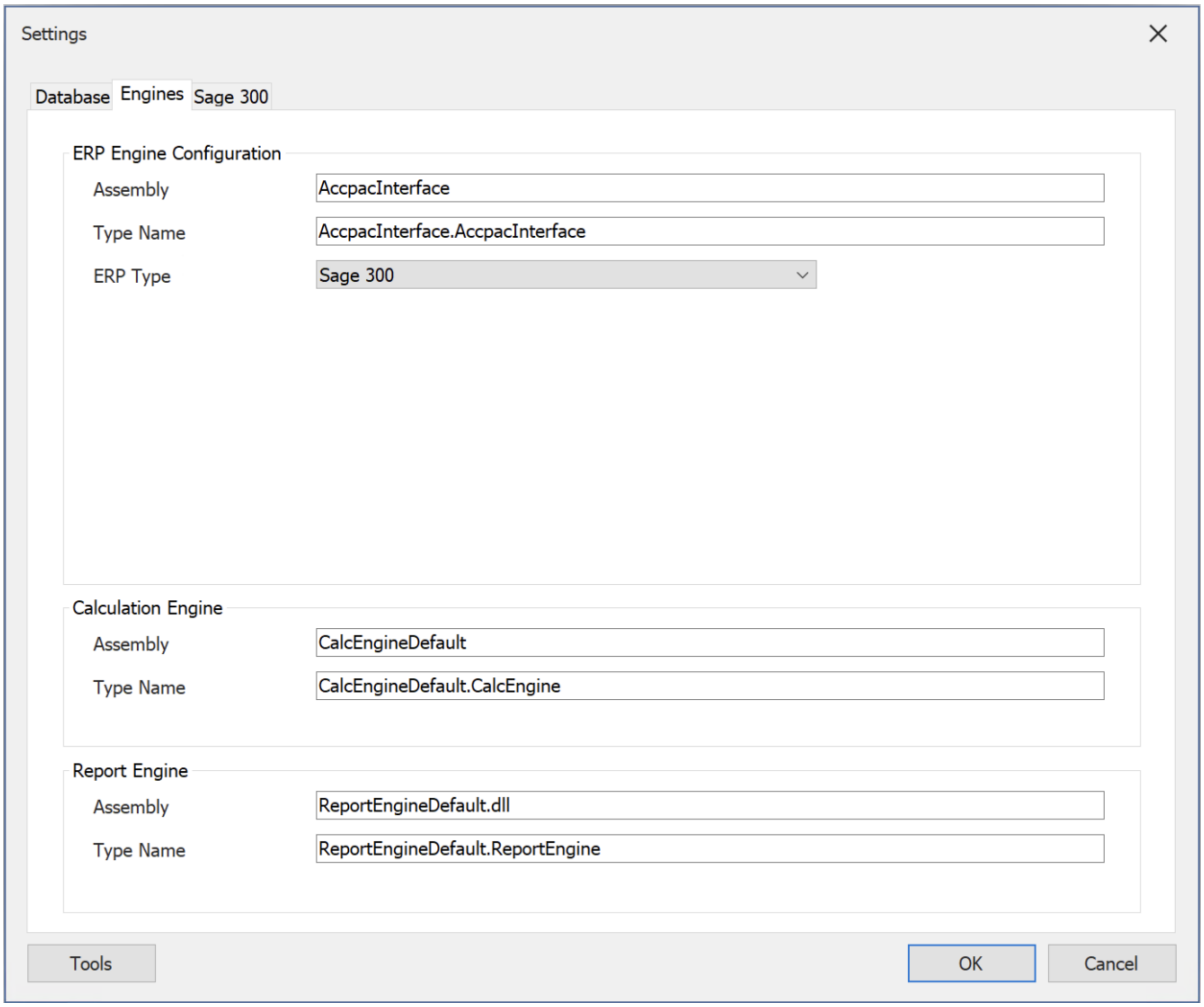
3.1 Settings

The first step in setting up the application is establishing a database connection. Commissions Master needs a database to store the configuration information and various options. To do that, click the "Settings" in the menu bar, and then choose "Settings…". The following window will appear.



Currently, only SQL Server type of databases is supported, but other types may be added later. Fill in the server name, database name, user and password. The user must have permissions to create new databases and tables. The application will automatically create a new database with the specified name.

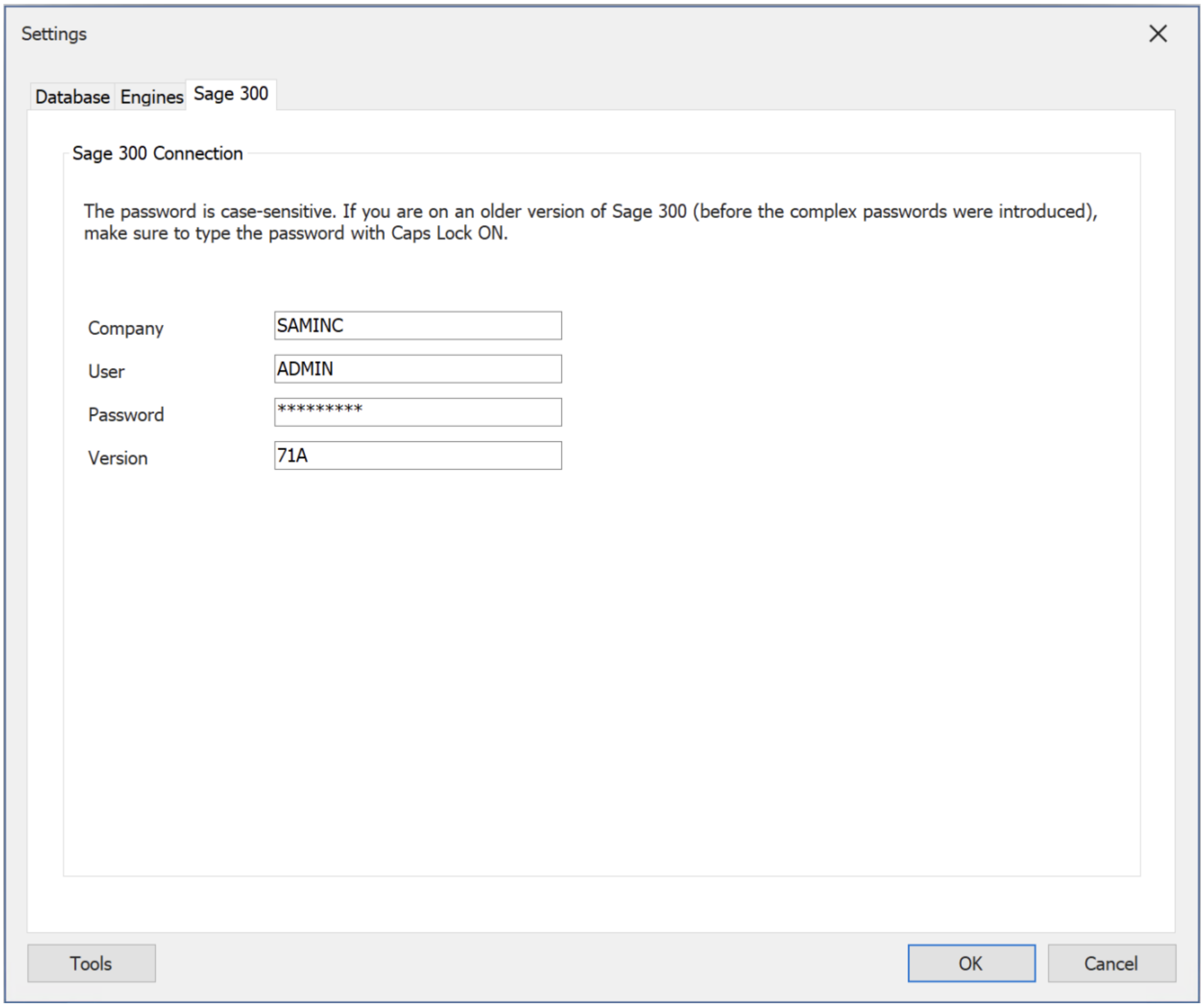
On the Engines tab, you configure access to the ERP system as well as alternative engines for calculations and reporting.



You would typically never modify the "Assembly" and "Type Name" fields as knowing what values to put in there requires development skills. So, leave them at their default settings. If you need changes in any of the engines, contact Optimize Business Consulting.

In the ERP Type dropdown, leave the value as "Sage 300", unless instructed otherwise.

On the Sage 300 tab, enter the Company ID, user, password, and Sage version.



4 Setup

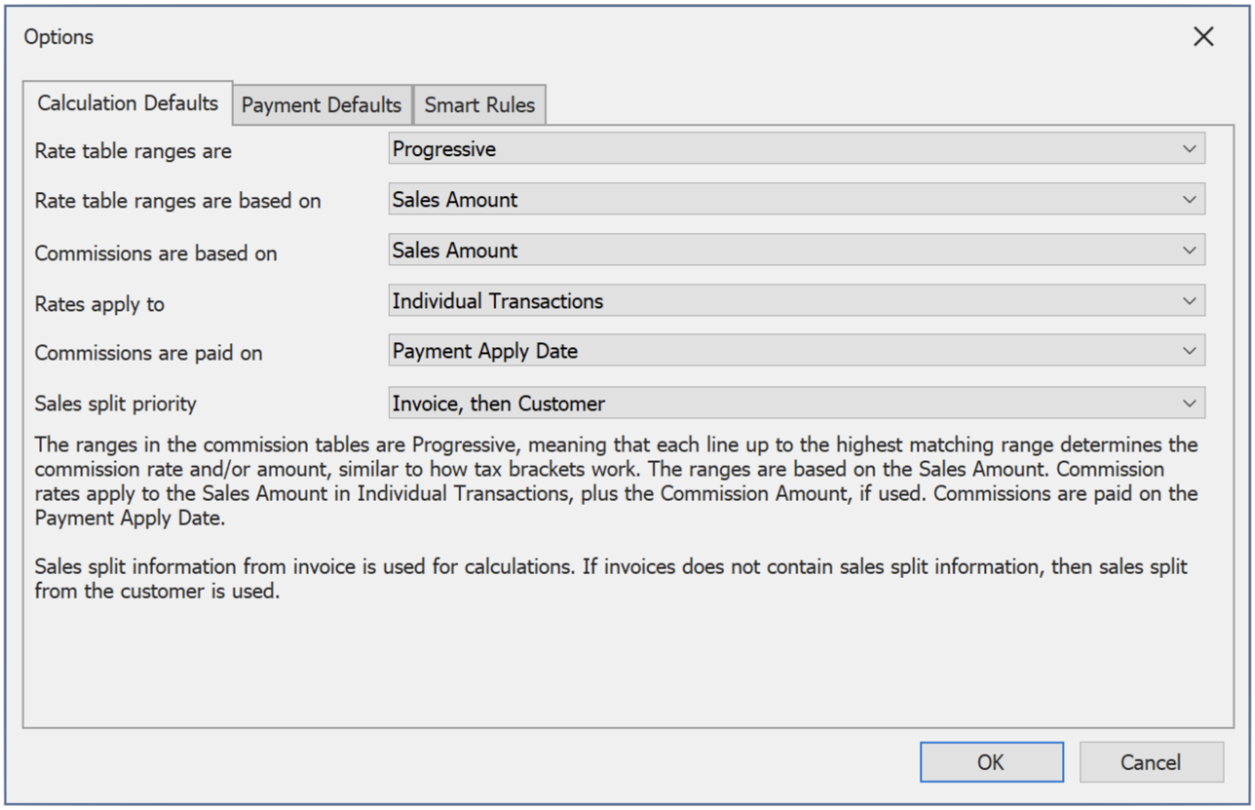
Setup section contains all the configuration options of the application.

4.1 Options

Options is one of the most important configurations in the application as it determines how the commissions are calculated as well as how they are paid.

4.1.1 Calculation Defaults

Calculation Defaults tab specifies the default settings for calculating the commissions. However, it is possible to override these settings in each calculation.



Since there are many options on this screen, there is a description in the lower half of the screen describing how the current selections affect the calculations. As you make changes in the selections, the description is updated.

4.1.1.1 Rate Table Ranges

This affects how rate tables are interpreted.

Value	**Description**
Progressive	This works similar to tax brackets. For example, you can specify that sales from 0 - $1000 get 1% commission, anything over $2000 gets 2% commissions.
Cumulative	This option picks the highest achieved bracket and applies its rate to all sales. In the above example, if the option is set to cumulative, the 2% rate is applies to the whole amount, not only the amount exceeding $1000.

4.1.1.2 Rate Table Ranges Are Based On

This is related to rate tables and determines how you want to define them.

Value	**Description**
Sales Amount	The rates are determined by the sales amount.
Profit Amount	The rates are determined by the profit amount.
Profit Percentage	The rates are determined by the profit percentage.

The last two options require the ERP system to be able to provide the cost of sales information.

4.1.1.3 Commissions Are Based On

Once the commissions rate is determined using the above two options, that rate is applied to either the sales amount or the profit amount to calculate the commissions amount. There are two options:

Value	Description
Sales Amount	Commissions are based on the sales amount.
Profit Amount	Commissions are based on the profit amount.

4.1.1.4 Rates Apply To

There are two ways of calculating commissions: either on individual transactions or total sales for a period. This is what this option does.

Value	Description
Individual Transaction	The rate is applied to each sale transaction individually.
Totals for Period	The total for a period is calculated, and that amount is used to determine the rate and commission amount.

4.1.1.5 Commissions Are Paid On

This determines when a commission is due to be paid to the salesperson.

Value	Description
Invoice Date	Commissions are due as soon as invoice is created.
Invoice Due Date	Commissions are due when the invoice is due to be paid by customer.
Payment Date	Commissions are due when a payment is received. If the payment is not associated with an invoice, it will not be included in the calculations.
Payment Apply Date	Commissions are due when a payment is applied to an invoice.

4.1.1.6 Sales Split Priority

Some ERP systems allow overriding salespersons in individual transactions, others don’t, while some others only associate salespersons with a customer, but not individual transactions. Some ERP systems only support one salesperson per customer, while others allow splitting commissions among multiple salespersons.

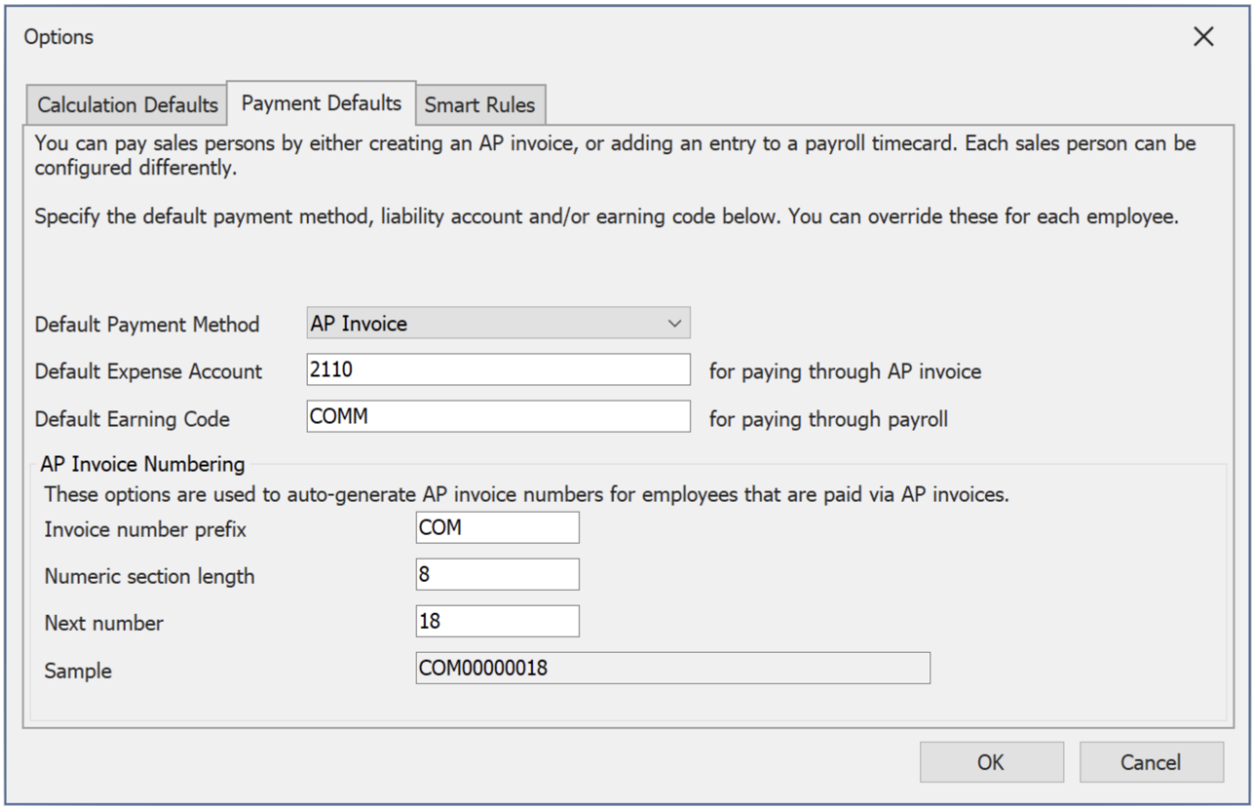
For flexibility, Commissions Master has its own configuration to associate customers with salespersons and allows splitting commissions among multiple salespersons. The following options provide more flexibility.

Value	Description
Invoice, then Customer	If the sales transaction contains sales split, that split information is used, instead of what’s defined for the customer. If the sales split information is not provided by the ERP, then the default sales split of the customer is used.

Invoice Only	Ignores the default sales split information from the customer and only uses the sales split in the invoice to calculate the commissions. If sales split is not provided with the transaction, no commissions are calculated.
Customer Only	Used the default sales split of the customer and ignores the sales split in individual transactions.

4.1.2 Payment Defaults

Payment Defaults tab specifies the default payment method for commissions. You can pay commissions either through AP invoices or through payroll timecard. This screen specifies the default settings, but they can be overridden for each sales person.



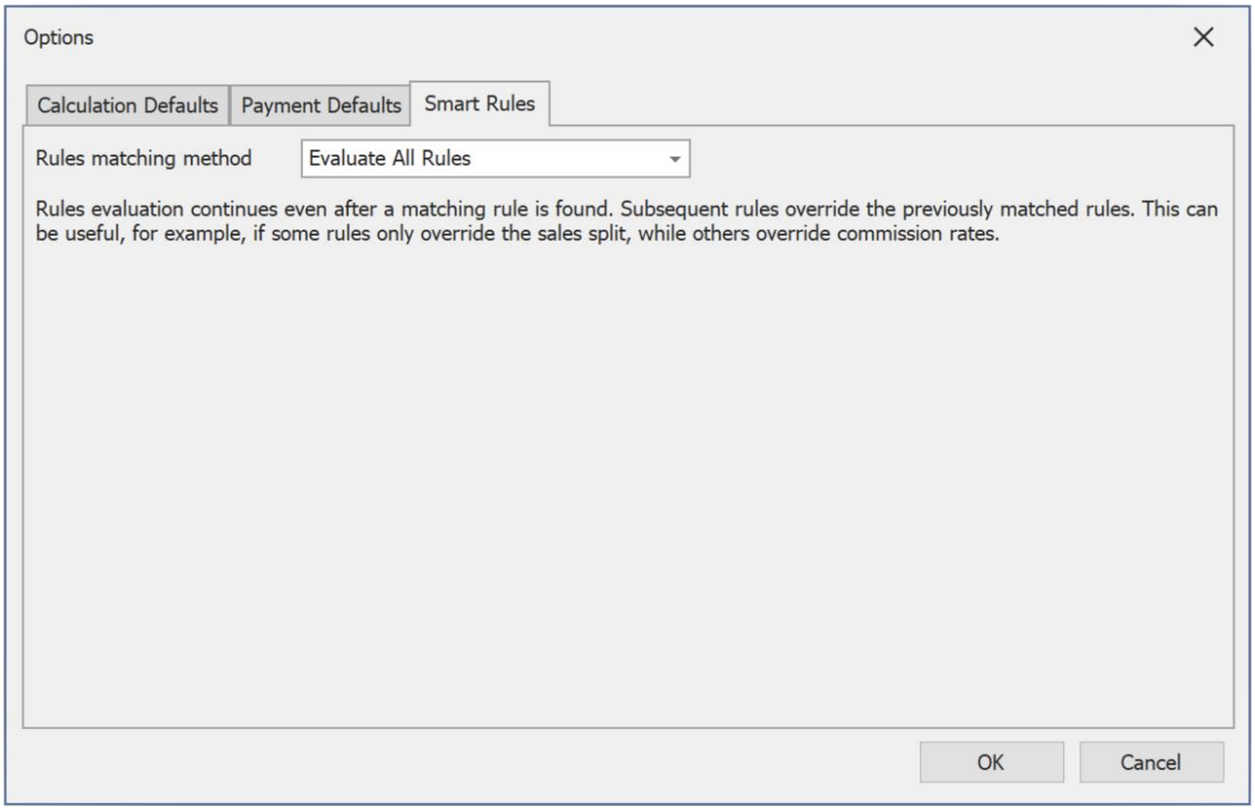
The following fields are available:

Field	Description
Default Payment Method	Choose either “AP Invoice” or “Payroll Timecard” as the default payment method for commissions.
Default Liability Account	If paying via AP Invoice, specify a default liability account that the invoices will be allocated to. If every salesperson has a different liability account, you can leave this field empty and specify the liability account in salespersons configuration.
Default Earning Code	If paying via Payroll Timecard, specify the earning code to be used for commissions. You can also leave this field empty and

	specify the earning code in salespersons configuration for each salesperson.
AP Invoice Numbering	If paying by AP Invoice, specify how you want the invoice numbers to be generated.

4.1.3 Smart Rules

The Smart Rules tab lets you specify how to process the rules if more than one rule matches the conditions. You can tell the system to stop evaluating rules after the first match is round, or continue evaluating all the rules, in which case more than one rule may be applied to the calculations.

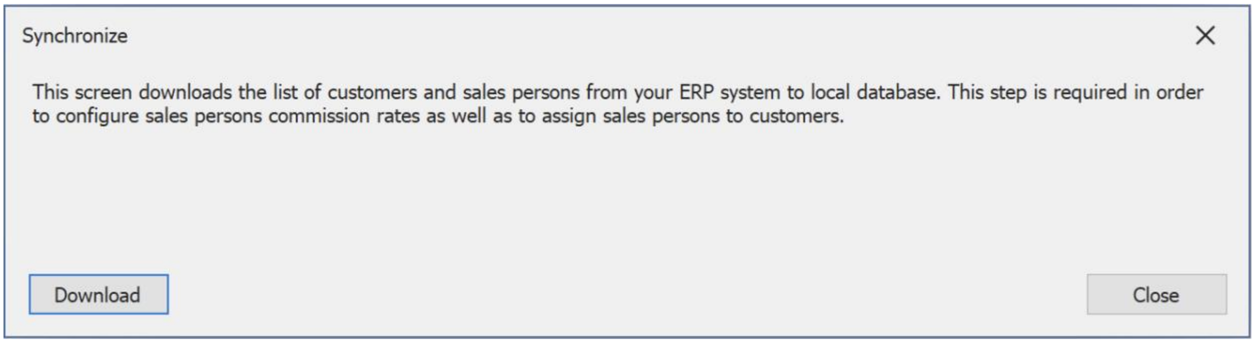


The options are:

1. Stop After First Match. Once a matching smart rule is found, the remaining rules are ignored.
2. Evaluate All Rules. The system will evaluate all smart rules. Rules that are lower in the evaluation order will override the rules that are higher in the evaluation order. This can be useful if you have one rule that overrides sales split, and another rule that overrides commission rates.

4.2 Synchronize

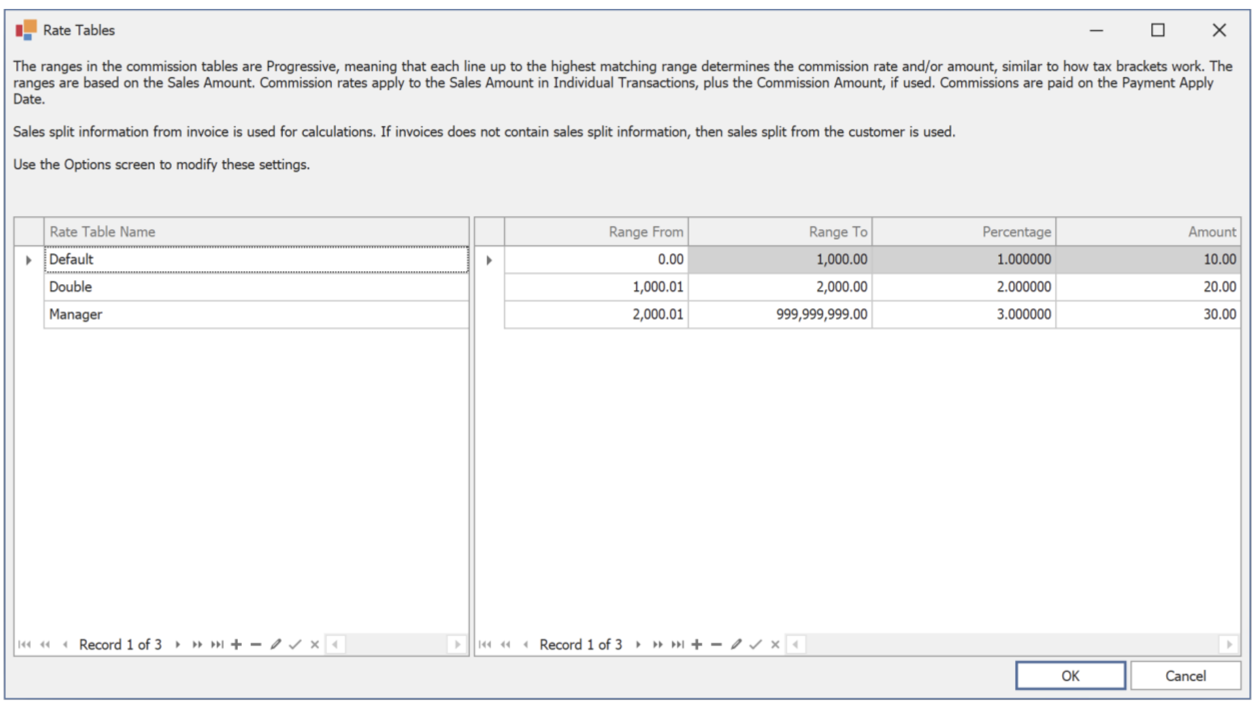
This screen downloads the list of customers and salespersons from your ERP system to Commissions Master database. This step is required in order to configure salespersons commission rates as well as to assign salespersons to customers.



If you add a new salesperson or a customer in the ERP system, run this function again to make them available in Commissions Master. Synchronization is also required before smart fields and smart rules can be configured.

4.3 Rate Tables

This screen determines the rate tables.

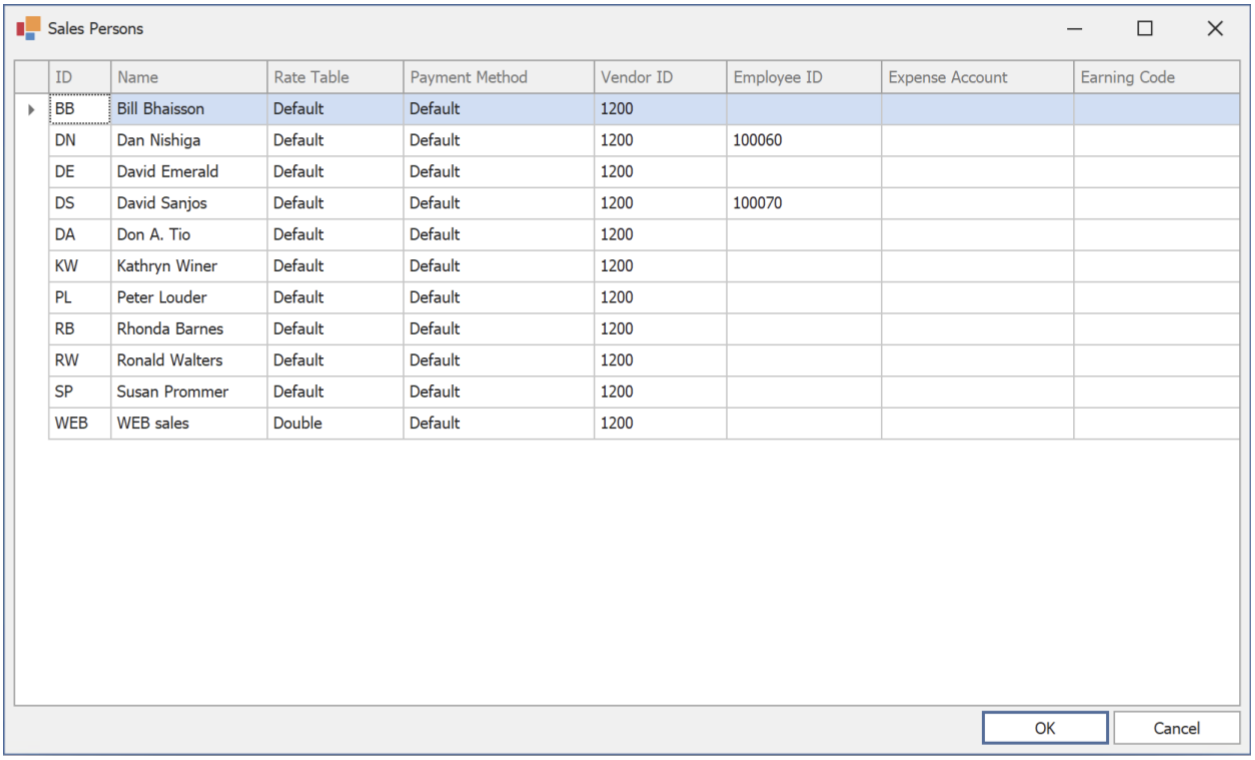


How the rate tables are interpreted is determined by the selections made in the Options screen. There is a helper text on top of this screen to describe how the system is currently configured. Multiple rate tables can be created, and different salespersons can be assigned different rate tables.

To create a new rate table, type a name for it in the left side of the screen in a new row. The right side of the screen determines different rate brackets and rate percentages as well as fixed amounts. In the above example, there is 1% commission paid on the first $1,000 of sales. On the second thousand, the rate is 2% plus fixed amount of $50. Anything over $2,000 gets 3% plus a fixed amount of $100.

4.4 Sales Persons

This screen is used to assign commission Rate Tables to salespersons and specify how you want to pay them.



Sales Persons

ID	Name	Rate Table	Payment Method	Vendor ID	Employee ID	Expense Account	Earning Code
BB	Bill Bhaisson	Default	Default	1200			
DN	Dan Nishiga	Default	Default	1200	100060		
DE	David Emerald	Default	Default	1200			
DS	David Sanjos	Default	Default	1200	100070		
DA	Don A. Tio	Default	Default	1200			
KW	Kathryn Winer	Default	Default	1200			
PL	Peter Louder	Default	Default	1200			
RB	Rhonda Barnes	Default	Default	1200			
RW	Ronald Walters	Default	Default	1200			
SP	Susan Prommer	Default	Default	1200			
WEB	WEB sales	Double	Default	1200			

OK Cancel

The list of salespersons is populated by the Synchronize function, so you don't need to add them one by one. You only specify the additional information per salesperson.

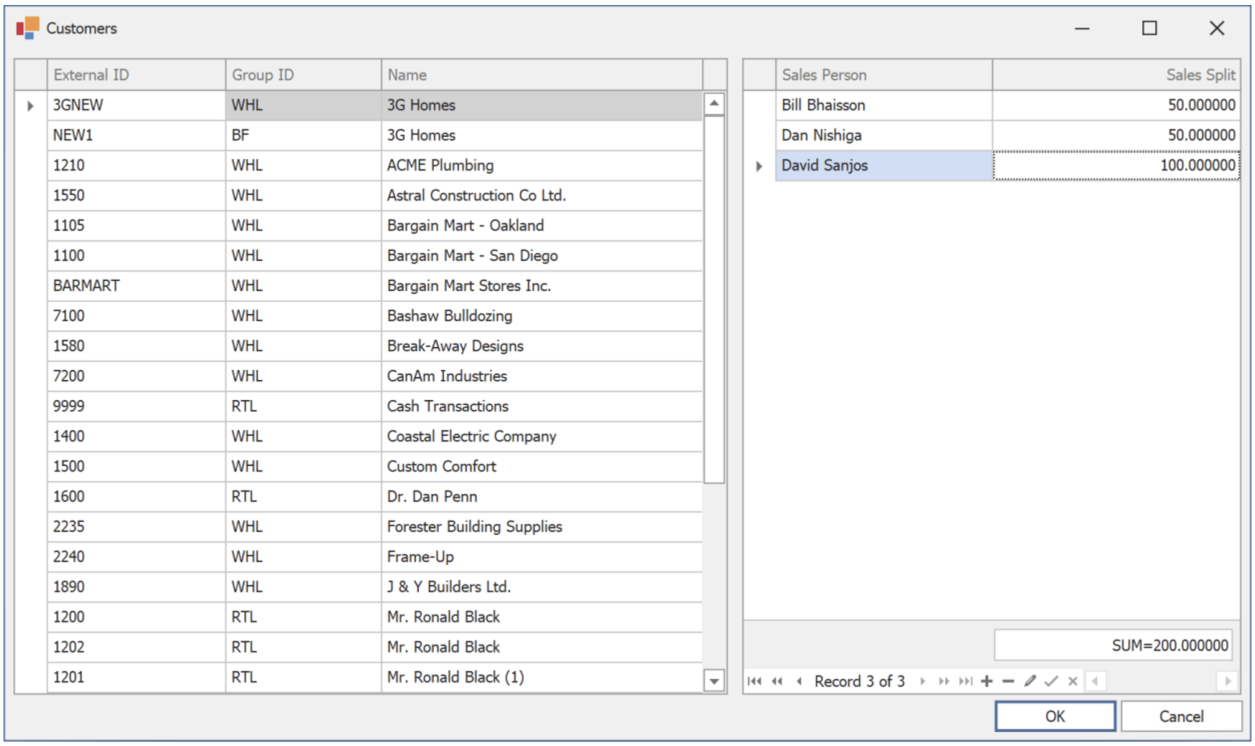
The following fields are available:

Field	Description
External ID	This is salesperson ID from the ERP system.
Name	Salesperson's name
Rate Table	Select which rate table is assign to the salesperson.
Payment Method	How do you want to pay to the salesperson. Options are "Default", "AP Invoice" and "Payroll Timecard". Default uses whatever payment method is selected in the Options, and the other two options override the default.
Vendor ID	If the payment method is AP Invoice, specify the vendor ID associated with the salesperson.

Employee ID	If the payment method is Payroll Timecard, specify the employee ID of the salesperson.
Liability Account	Overrides the default liability account selected in the Options. Leave empty to use the default account.
Earning Code	Overrides the default earning code selected in the Options. Leave empty to use the default earning code.

4.5 Customers

This is where the customers are associated with salespersons.



External ID	Group ID	Name
3GNEW	WHL	3G Homes
NEW1	BF	3G Homes
1210	WHL	ACME Plumbing
1550	WHL	Astral Construction Co Ltd.
1105	WHL	Bargain Mart - Oakland
1100	WHL	Bargain Mart - San Diego
BARMART	WHL	Bargain Mart Stores Inc.
7100	WHL	Bashaw Bulldozing
1580	WHL	Break-Away Designs
7200	WHL	CanAm Industries
9999	RTL	Cash Transactions
1400	WHL	Coastal Electric Company
1500	WHL	Custom Comfort
1600	RTL	Dr. Dan Penn
2235	WHL	Forester Building Supplies
2240	WHL	Frame-Up
1890	WHL	J & Y Builders Ltd.
1200	RTL	Mr. Ronald Black
1202	RTL	Mr. Ronald Black
1201	RTL	Mr. Ronald Black (1)

Sales Person	Sales Split
Bill Bhaisson	50.000000
Dan Nishiga	50.000000
David Sanjos	100.000000

You can assign unlimited number of salespersons to a customer and specify how the sale amount is split between them. In the Standard edition, the total sales split percentage must add up to 100% for each customer. In the Premium edition, the total is not validated, and you can configure the split to be more or less than 100%. In the example above, Bill Bhaisson and Dan Nishiga split the sales 50/50, while David Sanjos gets another 100% of the sale. This is useful if David is the manager of Bill and Dan and gets commissions on their sales.

If you have similar functionality in your ERP system, don't use it as Commissions Master will use its own configuration for this purpose.

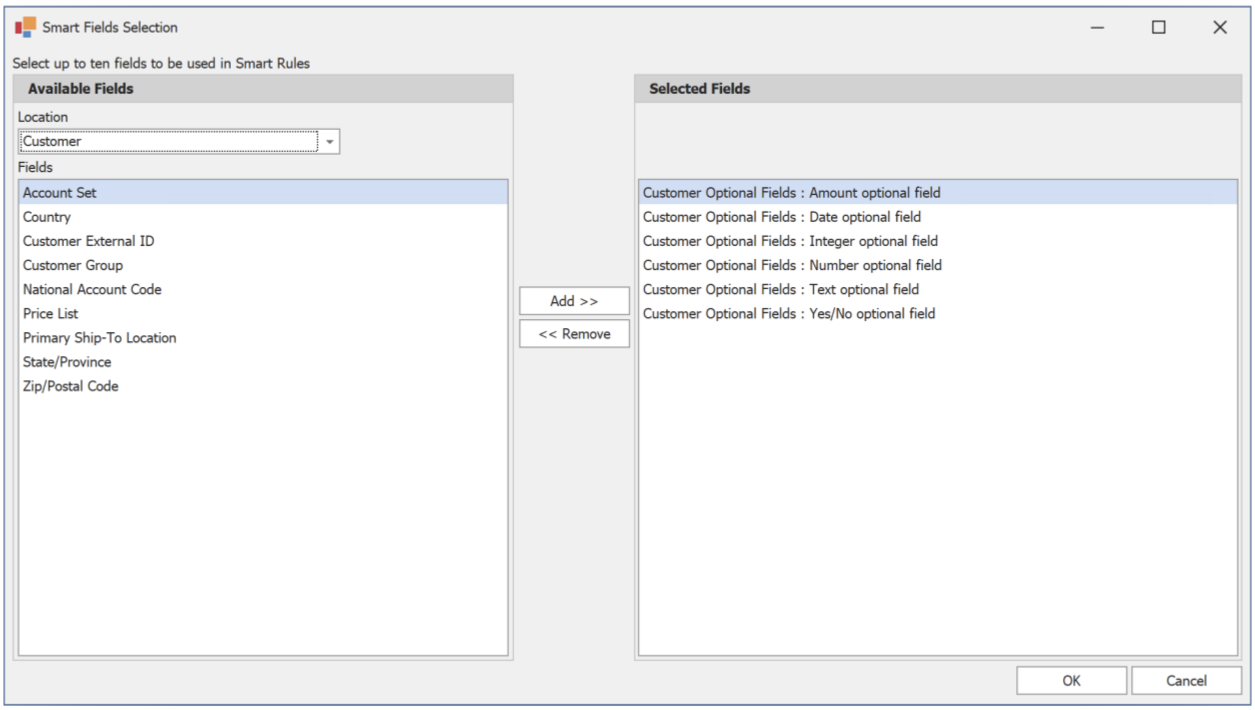
5 Smart Rules

Smart rules let you override the sales split and/or commission rates based on fields on customer, ship-to and invoice level, including optional fields. Before configuring smart rules, you need to run the Synchronize function; this reads the available fields from the ERP system.

Once synchronization is done, you would select up to 10 fields that can be used in smart rules. The number of fields available in ERP system is very large and it is not practical to download all of them in each calculation, thus the requirement to select the fields that are needed when defining the smart rules.

5.1 Smart Fields

Smart Fields is the screen where you select which fields need to be available for configuring smart rules.



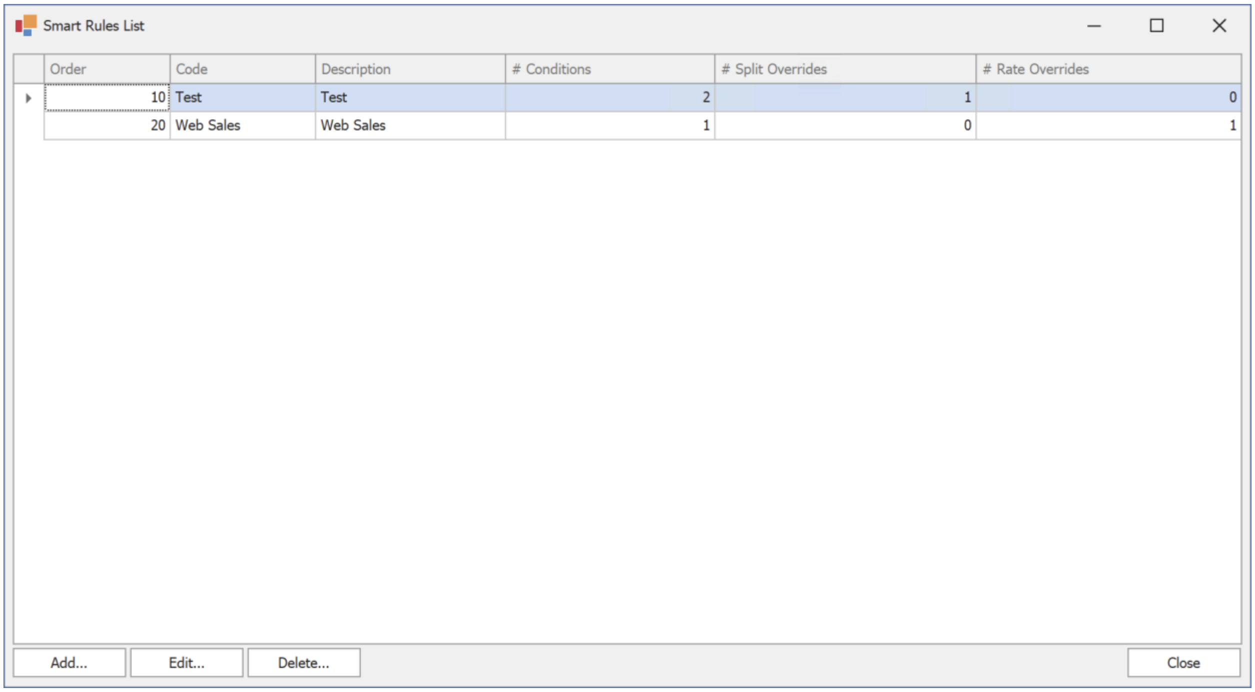
On the left side are the available fields, grouped by location. For example, if you select "Customer" as location, it will show available smart fields on the customer level. Selecting Customer Optional Fields as location, shows all optional fields defined on the customer level, etc.

Select the field(s) you want and click Add to add them to the "Selected Fields" list on the right. Up to 10 fields can be selected.

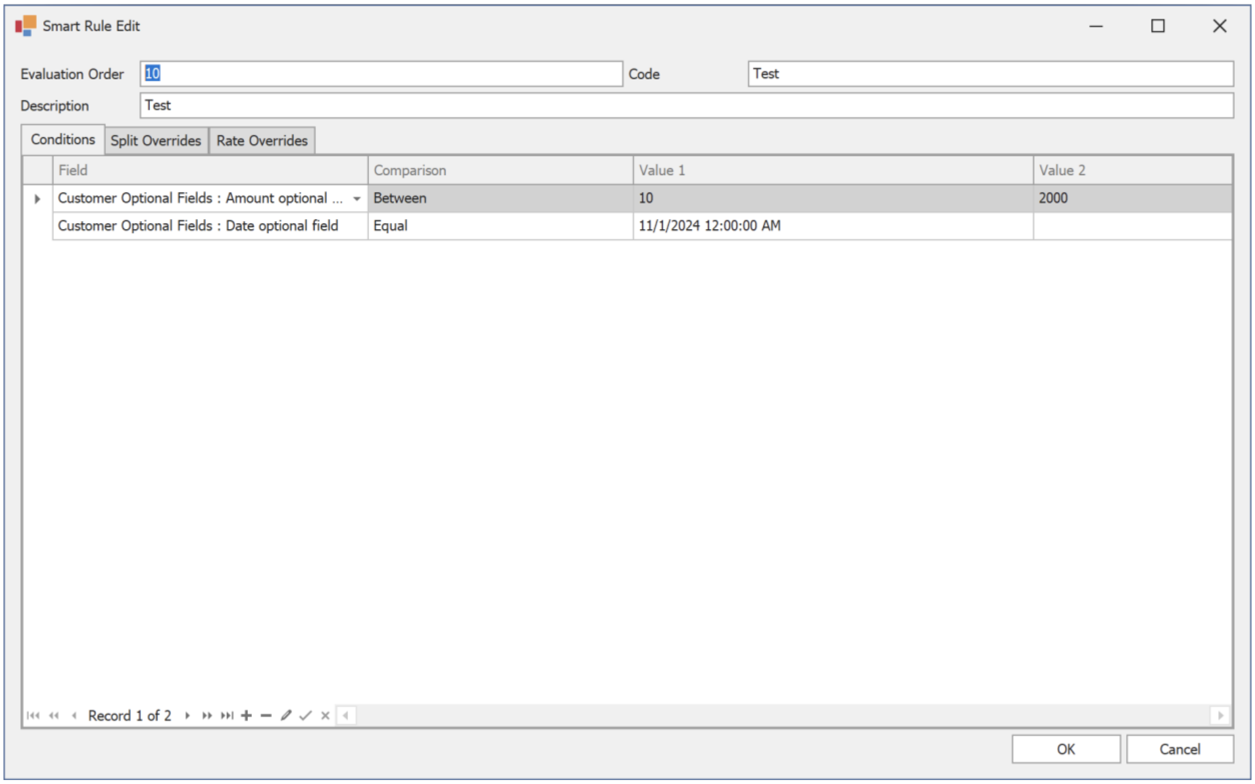
5.2 Smart Rules

Smart rules are used to override the default sales split and commission rates on invoice level. Multiple smart rules can be defined in the system. Each smart rule has an evaluation order, and the rules are evaluated from the smallest value in that field to the largest. The Options screen has a selection which determines whether the rules evaluation stops after first match or continues until all rules are evaluated.

The Smart Rules List screen is used to add new rules, edit existing rules, or delete existing rules.



Click Add to add a new rule, Edit to edit an existing rule, or Delete to delete a rule. The screen for adding or editing rules looks like this:



The important information about rules configuration is:

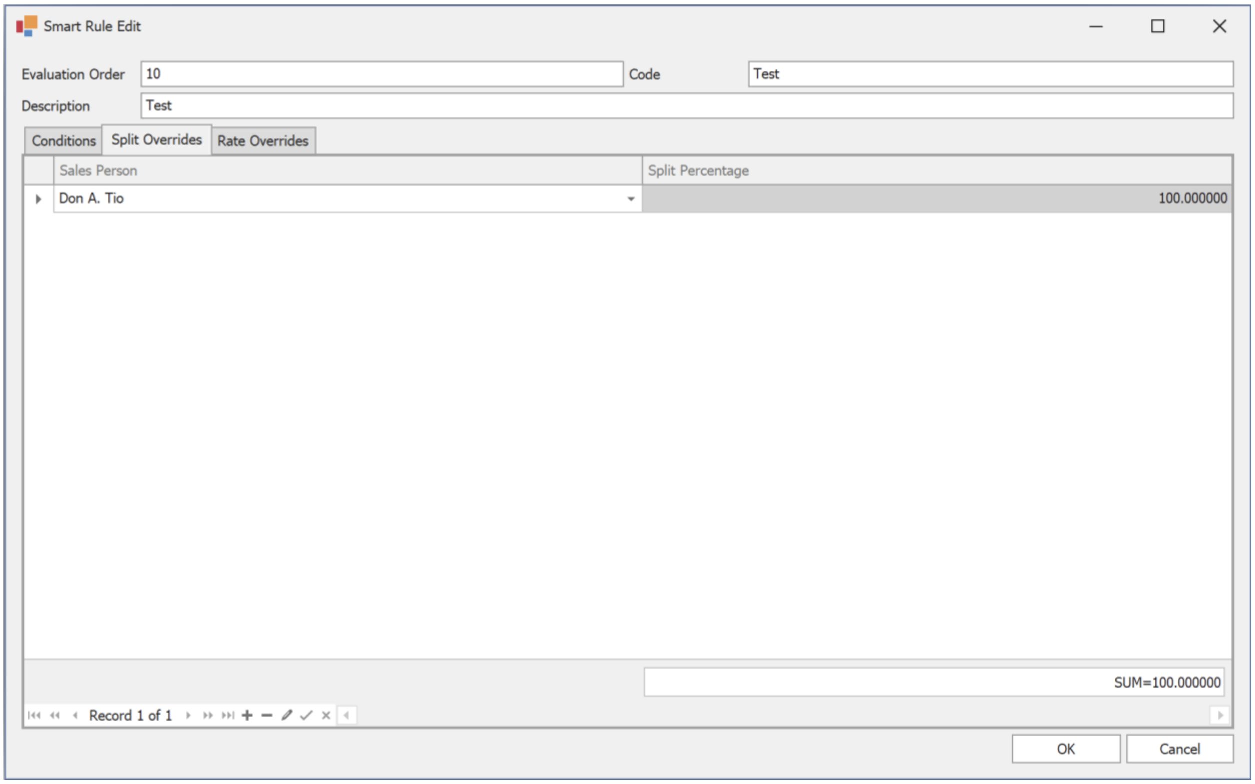
1. Evaluation Order. This determines in which order the rules are evaluated.
2. Code. The rule code is included in the commission report if the rule was applied in calculations.
3. Description is for information only.

5.2.1 Conditions

Specify conditions that need to be satisfied for the rule to be applied in calculations. You can choose from the list of Smart Fields that were selected on the Smart Fields screen. For each field, specify a condition. If multiple fields are selected on the Conditions tab, they all must be satisfied for the rule to be applied. In other words, conditions are combined using an AND operation. If you need to combine conditions using an OR operation, create a separate rule.

5.2.2 Split Overrides

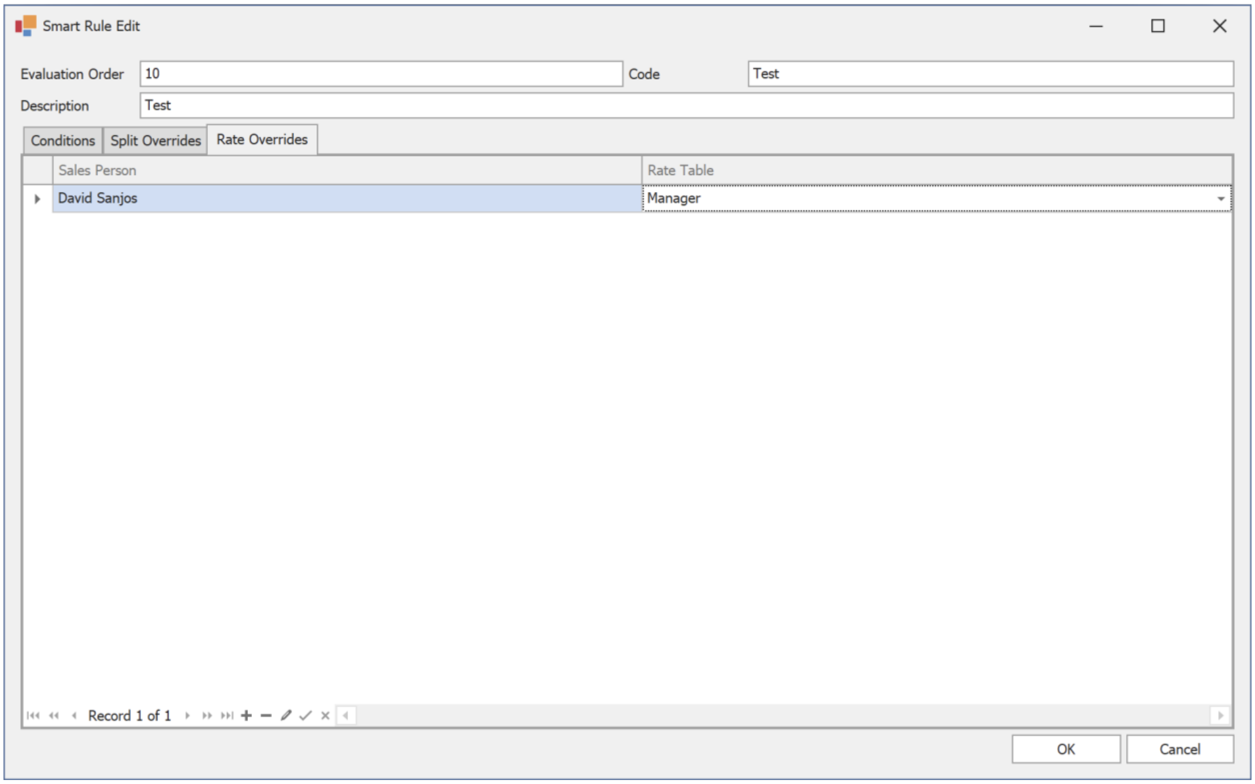
If all conditions on the Conditions tab are satisfied, then sale split can be overridden by entering a new sales split on the Split Overrides tab.



If the Split Overrides tab is empty, the default sales split is used as determined by customer or invoice.

5.2.3 Rate Overrides

Similar to sales split overrides, you can override the rate tables assigned to salespersons on the Rate Overrides tab.



If the Rate Override is empty, the default rate table associated with each sales person is used. If the Rate Override contains values for some salespersons, but not others, the rates are overridden only for salespersons listed on the screen; for the other salespersons, their respective rate tables are used as configured on the Salespersons screen. Thus, it is not necessary to list all salespersons on this screen, only the ones that you need to override the rates of.

5.2.4 Overriding Sales Split and Rates in Different Rules

You may want to override sales split and rates using different rules. For example, sales split may be based on geography, i.e. ZIP Code, while commission rates may be based on customer group.

To do that, first you would go to the Options screen, Smart Rules tab, and make sure that the “Rule matching method” field is set to “Evaluate All Rules”. Then, you would define two smart rules.

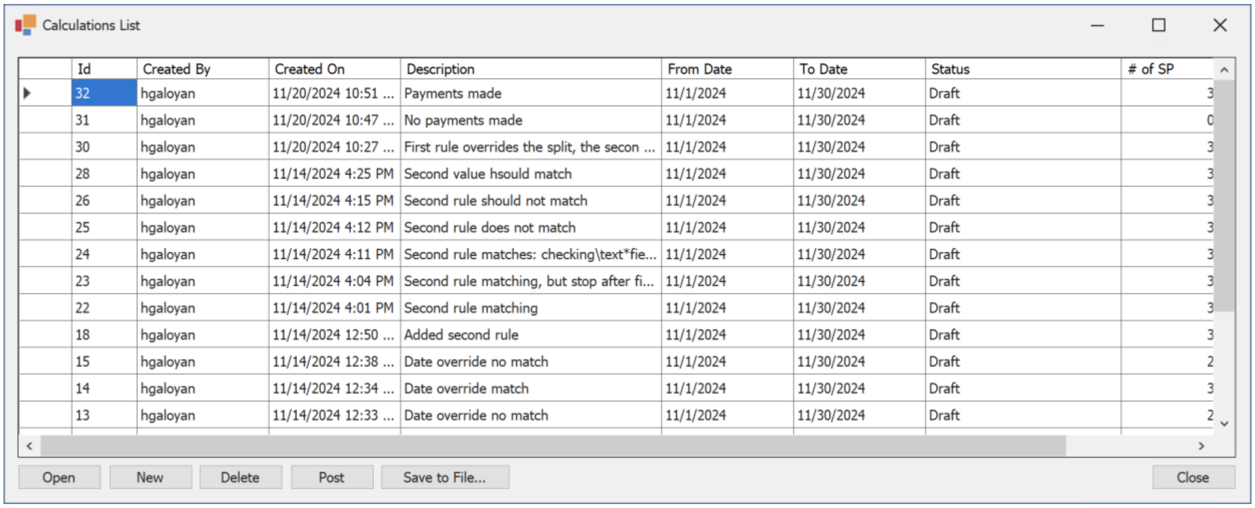
1. The first rule would be based on the ZIP code and would only override the sales split. The Rate Override tab would be empty in this rule.
2. The second rule would be based on Customer Group and would only override the Rates. The Split Override tab would be empty in this rule.

6 Commissions Calculations

This section describes how to run commissions calculation and how to interpret the commissions report.

6.1 Commissions List

Commissions List shows the list of all past calculations.

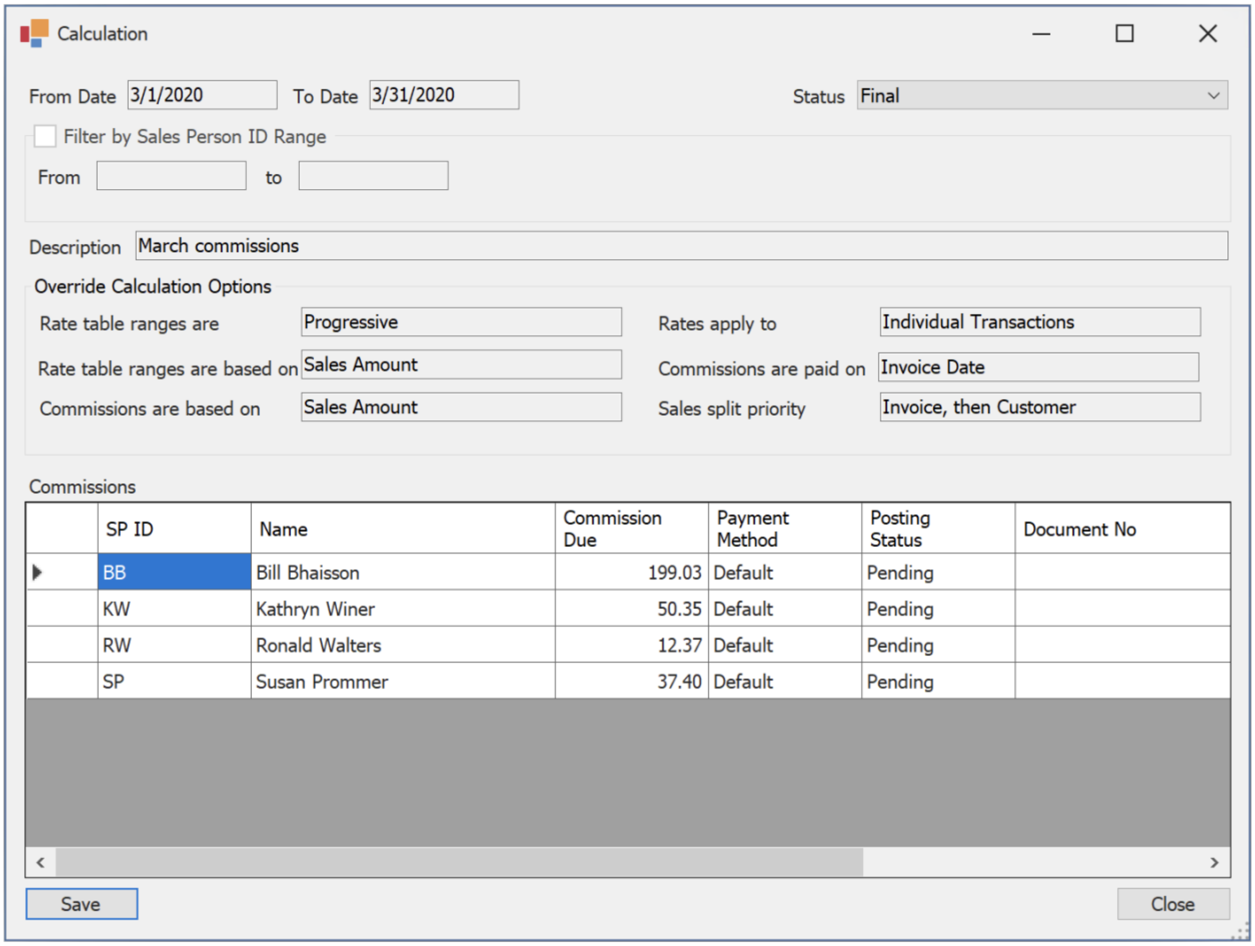


Id	Created By	Created On	Description	From Date	To Date	Status	# of SP
32	hgaloyan	11/20/2024 10:51 ...	Payments made	11/1/2024	11/30/2024	Draft	3
31	hgaloyan	11/20/2024 10:47 ...	No payments made	11/1/2024	11/30/2024	Draft	0
30	hgaloyan	11/20/2024 10:27 ...	First rule overrides the split, the secon ...	11/1/2024	11/30/2024	Draft	3
28	hgaloyan	11/14/2024 4:25 PM	Second value hsould match	11/1/2024	11/30/2024	Draft	3
26	hgaloyan	11/14/2024 4:15 PM	Second rule should not match	11/1/2024	11/30/2024	Draft	3
25	hgaloyan	11/14/2024 4:12 PM	Second rule does not match	11/1/2024	11/30/2024	Draft	3
24	hgaloyan	11/14/2024 4:11 PM	Second rule matches: checking\text*fie...	11/1/2024	11/30/2024	Draft	3
23	hgaloyan	11/14/2024 4:04 PM	Second rule matching, but stop after fi...	11/1/2024	11/30/2024	Draft	3
22	hgaloyan	11/14/2024 4:01 PM	Second rule matching	11/1/2024	11/30/2024	Draft	3
18	hgaloyan	11/14/2024 12:50 ...	Added second rule	11/1/2024	11/30/2024	Draft	3
15	hgaloyan	11/14/2024 12:38 ...	Date override no match	11/1/2024	11/30/2024	Draft	2
14	hgaloyan	11/14/2024 12:34 ...	Date override match	11/1/2024	11/30/2024	Draft	3
13	hgaloyan	11/14/2024 12:33 ...	Date override no match	11/1/2024	11/30/2024	Draft	2

You can review each past calculation, create new calculations, delete calculations, post the salespersons payments to ERP, and save calculation details to a file.

6.2 Reviewing Calculations

Select a calculation and click the Open button on the Calculations List to review the calculation.



The screen shows the options used for the calculation and a total amount due per salesperson. In the upper-right corner, there is the calculation status. Initially, all calculations are Draft. Once reviewed, the status can be changed to Final. The other statuses cannot be manually selected but are used when the calculation is posted to ERP to be paid to salespersons. The other statuses are:

1. Partially Posted. Commissions Master was able to create the payments for some of the salespersons, but not all.
2. Posted. The payments for all salespersons were created successfully.

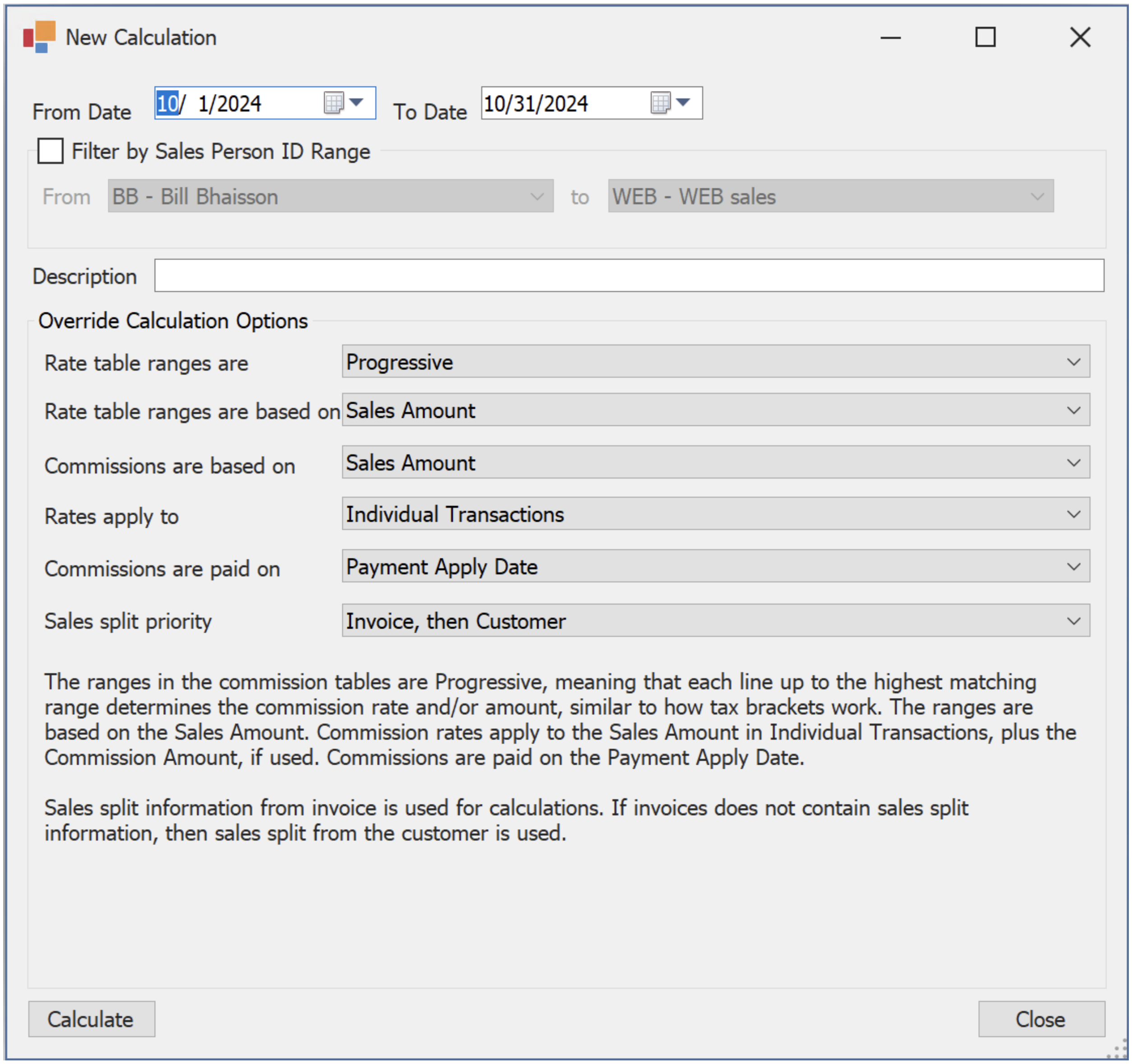
For each salesperson, the application shows the following:

Field	Description
SP ID	Salesperson's ID
Name	Salesperson's Name
Commission Due	Due amount
Payment Method	Whether the payment is via AP Invoice or Payroll Timecard.
Posting Status	Pending – not posted to ERP Posted – successfully posted to ERP Error – was not able to post to ERP

Document No	If posted to ERP, the document number in ERP. For AP Invoices, it's the invoice number. For Payroll Timecards, the timecard's period end date.
Document Date	Payment document date.
Error Message	If there were errors posting to ERP, the error messages are displayed here.

6.3 Creating New Calculations

Click the New button on the Calculations List to create a new calculation.



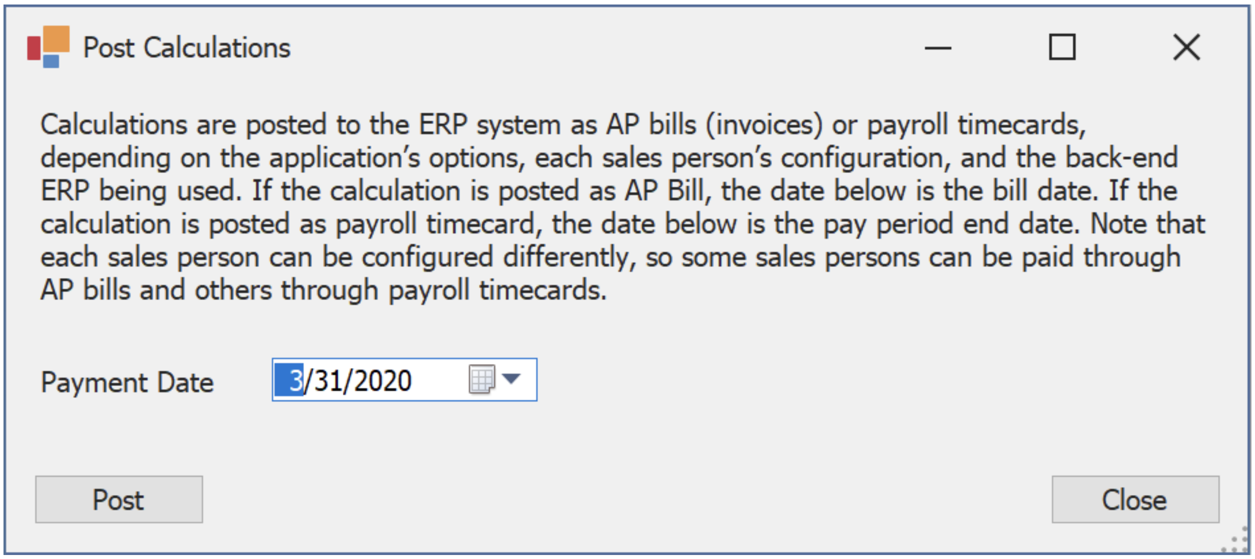
Select a date range for which to create the calculation. Optionally, specify a range of salespersons and a description. Calculation options default to whatever is set in the Options screen, but can be overridden in each calculation. Click the Create button to create a new calculation.

6.4 Deleting a Calculation

Click the Delete button on the Calculations List screen to delete a calculation. Once a calculation is posted to ERP, even partially, it cannot be deleted.

6.5 Posting Calculations

Posting a calculation is what creates the salespersons payment transactions in Sage (AP Invoice or Payroll Timecard). Select a calculation and click the Post button.



The application prompts for a payment date, which is used as AP Invoice date or Payroll Timecard pay period end date.

6.6 Saving a Commission to a File

Click the “Save to File” button to generate the commissions report. The following section describes the report in details.

7 Commissions Report

The default commissions report is an Excel file with two tabs: Details and Totals.

7.1 Details

The Details tab lists all calculation details, including individual transactions, what was the sales split for each salesperson on the transaction, commission base, rate used, commission amount and many other fields that can be used in a more detailed analysis, if necessary. Depending on your calculation options, some of the fields may not have values, or the values may be ignored. For example, if the commissions are based on total amounts in a period, rather than individual transactions, then commission amount fields in each transaction line are not meaningful and should be ignored.

The following fields are available on the Details tab:

Field	Description
Customer related fields	
CustomerExternalId	Customer ID from the ERP system.
CustomerName	Customer's name.
Document related fields. The field names reference "Invoice", but the application considers all sales related documents, including credits and debits.	
InvoiceNo	Transaction number. Even though the field is called "InvoiceNo", it could be any sales related transaction supported by the ERP system, including invoices, credit notes, debit notes, adjustments, etc.
InvoiceDate	Transaction date.
Description	Transaction description from the ERP system.
Reference	Transaction reference from the ERP system.
Comments	Comments from the ERP system.
OrderNo	Sales order number from the ERP system.
PONo	Purchase order number from the ERP system.
InvoiceAmount	Transaction total, including taxes.
InvoiceAmountNoTaxes	Transaction amount excluding taxes. Typically, commissions are based on this amount, taking into account sales split.
InvoiceCostAmount	Cost of sales, if provided by the ERP system.
InvoiceProfitAmount	SalesAmountNoTaxes – CostAmount.
InvoiceProfitPercentage	ProfitAmount / SalesAmountNoTaxes * 100
InvoiceCommissionBase	This is the first step is calculating the commission. Commission base is determined based on the options selected in the application. It could be based on the sales amount or profit amount.
Smart Rules and Smart Fields related. If smart fields/rules are configured, the report includes the values for each field, as well as information whether any smart rule was applied to invoice or not.	
SmartFieldValue01 – SmartFieldValue10	The values of the 10 smart fields.
SalesSplitSmartRuleId	If a sales split override was applied, this contains the internal ID of the smart rule that was applied.
SalesSplitSmartRuleCode	If a sales split override was applied, this contains the smart rule code that was applied.
RateTableSmartRuleId	If a rate override was applied, this contains the internal ID of the smart rule that was applied.
RateTableSmartRuleCode	If a rate override was applied, this contains the smart rule code that was applied.
Split 1. The first split is always by salesperson. The following fields show sales information for each salesperson associated with the transaction. If there are multiple sales persons associated with an invoice, there will be a separate record for each sales person, thus duplicating invoice level fields.	
SalesPersonExternalId	Salesperson's ID from the ERP.
SalesPersonName	Salesperson's name.
SalesPersonRateTableDescription	Description of the rate table assigned to the salesperson.
SalesSplitPercentage	Sales split percentage of the salesperson.
SalesSplitSalesAmount	Sales amount associated with the salesperson.
SalesSplitCostAmount	Cost amount associated with the salesperson.

SalesSplitProfitAmount	Profit amount associated with the salesperson.
SalesSplitProfitPercentage	Salesperson's profit percentage.
SalesSplitProfitPercentage	Commission calculation base for the salesperson. Subsequent splits are based on this amount.
SalesPersonRateTableRangeSelector	This is an important field that determines how the commission rates are selected. The rate used depends on sales amount, profit amount, or profit percentage, depending on the options. This field shows the respective amount determined for the salesperson after the sales split. In subsequent steps, the same document may additionally be split by date (for example, if there are multiple due dates or multiple payments) and also into multiple rate brackets. Each of these splits has its own calculations for the sales, cost, and profit amounts, but commission rates are determined by the first split (by sales person).
Split 2. This split is by date and is used if the commissions are paid on invoice due date, payment date or payment apply date. For example, if the commissions are paid on invoice due, there will be a separate record for each due date. If the commissions are paid when a payment is received, there will be a separate record for each payment received, etc.	
DateSplitBy	This field indicates how the second split was made and can have one of the following values: "Due Date", "Payment Date", "Payment Apply Date".
DateSplitId	Numeric autoincrementing value for each date in the split.
DateSplitDate	Due date, payment date, etc.
DateSplitDocumentNo	If split is by Due Date, this contains the invoice number. If split is by Payment Date or Payment Apply Date, this contains the payment number.
DateSplitAmount	If split is by Due Date, this contains the amount due. If split is by payment date or payment apply date, this contains the payment amount.
DateSplitPercentage	Percentage of the invoice that's due for commissions payment on this split date.
DateSplitCommissionBase	Commissions base on this split date.
Split 3. Once that date split is calculated, it's time to calculate the actual commissions due. There may be multiple commission rates involved in the calculations. For example, the first $1,000 may be due 1%, the second $1,000 may be due 2%, and the rest may be due 3%. This is called commission rate brackets. The following fields detail how the commissions are calculated in each bracket.	
CommissionBracketId	Autoincrementing number to identify the brackets.
CommissionBracketFrom	Bracket range from.
CommissionBracketUpTo	Bracket range to.
CommissionBaseInBracket	How much of the commission base is in this bracket. This is based on invoice amount + sales split (split 1), but does not take into account the date split (split 2).
CommissionBaseInBracketForDateSplit	How much of the commission base is in this bracket taking into account the date split.
CommissionRate	Commission rate in this bracket.
CommissionAmountVariable	Variable commission amount.

CommissionAmountFixed	Fixed commission amount.
CommissionAmountDue	Total commission amount.

7.2 Totals

The Totals tab contains total commissions by salesperson. Depending on how commissions are calculated, some of the fields may be empty.

The following fields are available on the Totals tab:

Field	**Description**
SalesPersonExternalId	Salespersons' ID from the ERP system.
SalesPersonName	Salespersons' name.
SalesSplitCommissionBase	Commission base used to calculate the salesperson's commissions.
SalesPersonRateTableDescription	The rate table assigned to the salesperson.
CommissionBracketId	Numeric autoincrementing value to identify the commission bracket.
CommissionBracketFrom	This field is only populated is the commissions are calculated on the totals for a period. If commissions are calculated for each individual transaction separately, this field is empty.
CommissionBracketUpTo	This field is only populated is the commissions are calculated on the totals for a period. If commissions are calculated for each individual transaction separately, this field is empty.
CommissionBaseInBracket	This field is only populated is the commissions are calculated on the totals for a period. If commissions are calculated for each individual transaction separately, this field is empty.
CommissionRate	This field is only populated is the commissions are calculated on the totals for a period. If commissions are calculated for each individual transaction separately, this field is empty.
CommissionAmountVariable	Variable part of the commission amount calculated.
CommissionAmountFixed	Fixed part of the commission amount.
CommissionAmountDue	CommissionAmountVariable + CommissionAmountFixed