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## User guide

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# User Guide

# Advanced Commisions Management

ALTERNA MODEL

Released by

*(Firma)*

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## 1 INTRODUCTION

The Advanced Commissions module, present in the Advanced Commercial Agreements menu, was created to overcome some limits present in the standard management of D365 commissions. In particular, it has become possible::

- Commission contracts
- Settlement calculation
- Commission cost calculation
- Pre-invoice calculation
- Enasarco
- FIRR
- FISC
- Withholding tax on the invoice
- Report management

## 2 BASIC SETUP

Some basic setups are required to activate the commission module.

Follow the path: **Maintain advanced commercial agreements**→**setup**→**parameters**

### 2.1 Parameters

The screenshot shows the Dynamics 365 Finance and Operations interface. The left-hand navigation pane is expanded to show the 'Maintain advanced commercial agreements' menu item. The main content area displays a hierarchical list of options under the 'Common' category, with 'Parameters' highlighted in yellow under the 'Setup' sub-category. The search bar at the top right contains the text 'Search for a page'.

In **General** section:

- Advanced commercial agreements activation

Advanced commercial agreements: the flag allows you to enable / disable the entire custom (the “Unpacked Price” part is referred to other areas)

1) In the **Advanced Commissions → Commission contracts reading**

The following flags determine when the system should read the commission contract and calculate the commissions. They can also be activated simultaneously, in this case the system will calculate the commissions at different times. So if the commission contract change, the calculations will also change.

2) In the **Advanced Commissions → Enasarco**

The "Integration recovery" flag is used to ensure that the system recovers the minimum amount of enasarco for agents who have no commissions in a few quarters.

3) In the **Advanced Commissions → Performance Setting**

- **Use of the cache**: at the first search, it cleans the values, speeding up the process;
- **Search only agent on line**: to be used if the contract setup is performed by agent;
- **Search only commission area on line**: to be used if the contract setup is performed by commission area.

4) In the **Advanced Commissions → Commission settlements update**

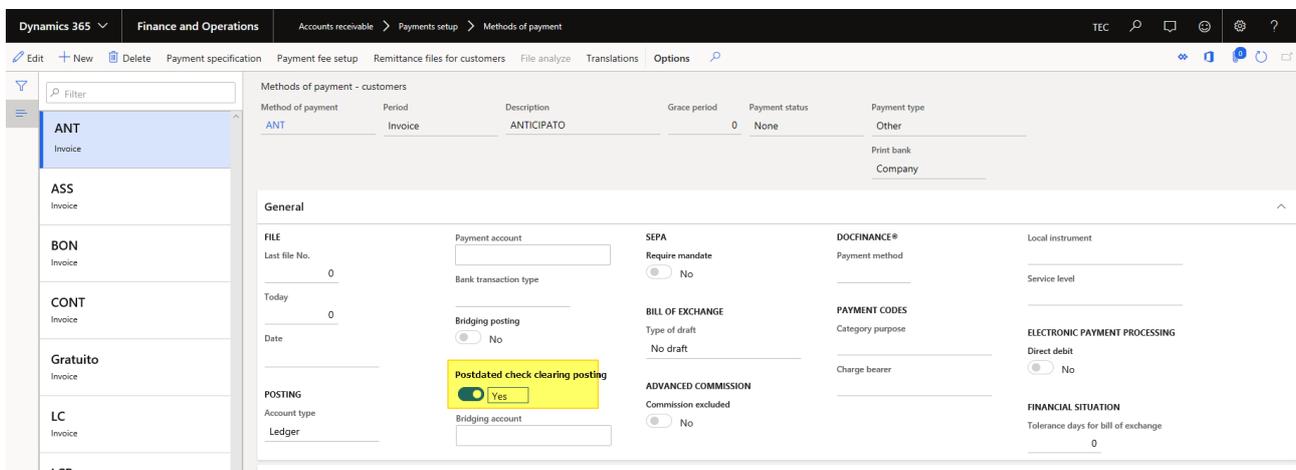
This parameter is linked to the "Update Commission Settlements" phase to manage the settlement of the check, based on the maturity date or transaction date.

It's possible to select:

- **Maturity date:** During the "Commission Settlement Update" allows you to settle the maturing securities, which are posted at the time of receipt, **not** on the date of the transaction but on the expiration date of the security.
- **Transaction date :** The system, if a security is posted (e.g. a check) today but with a future due date, the invoice, which is linked to the check, is settled on the date of the transaction.

To enable the feature, you must set up the **Payment Method** from **Accounts Receivable>Setup> Methods of payment** (used during the transaction):

- The **Payment Type** field on: Check;
- The **Postdated check clearing posting** on: Yes.

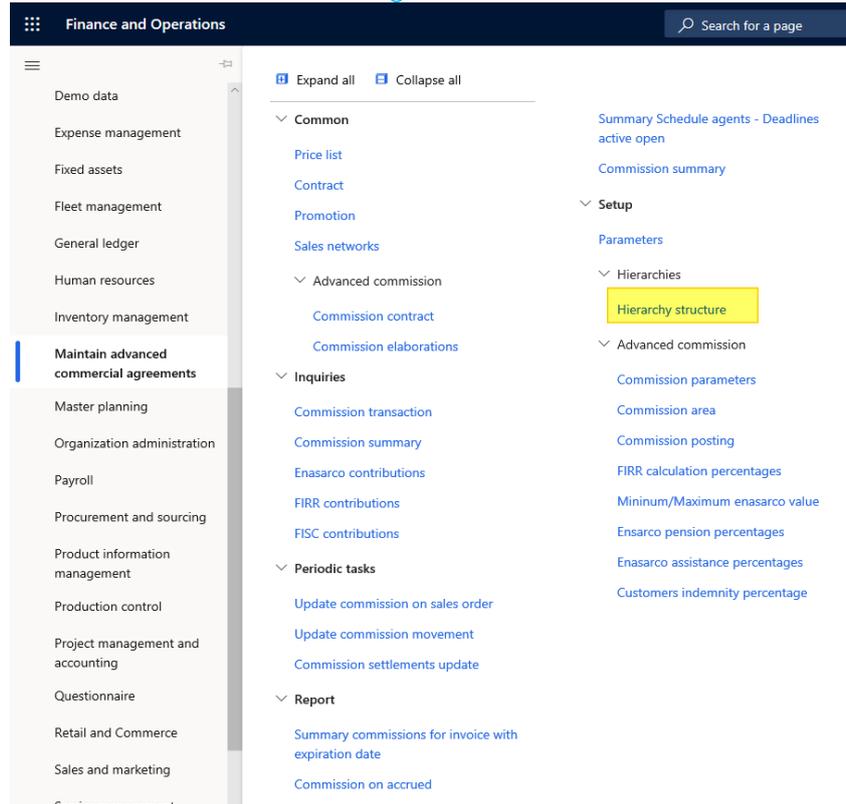


## 2.2 The hierarchy structure management

Before managing the commission contract, it is necessary to create a hierarchical structure through the path:

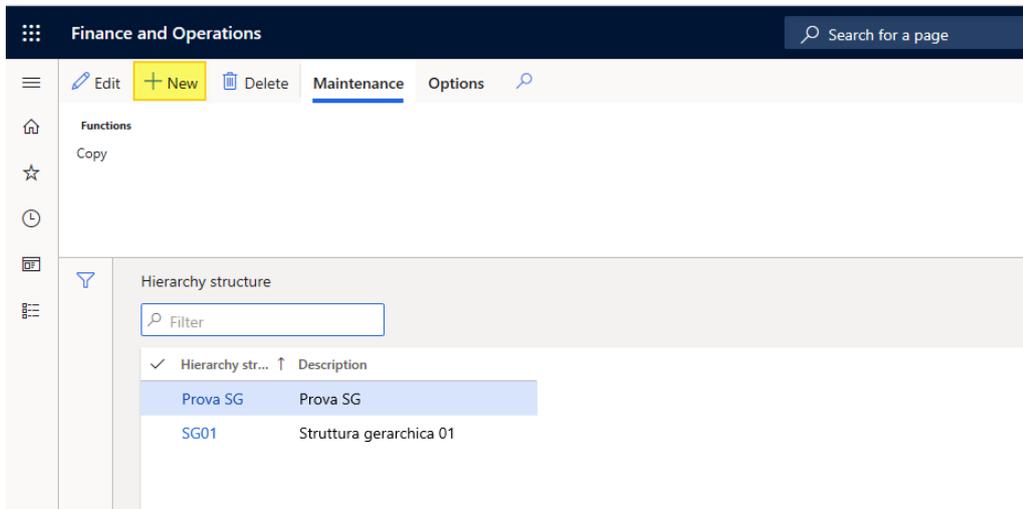
**Maintain advanced commercial agreement -> Setup → Hierarchies →Hierarchy structure**

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This feature allows you to determine which fields to report in the "Validation Condition" phase

Create a new hierarchy structure by clicking on **New**



In the Hierarchy Structure it is possible to parameterize the criteria (which fields of which tables) that must be used for the definition of the "Validation Conditions" of a price list and / or contract.

Click on "Add Line" and select the Table first. Then the field to be inserted in the structure.

Hierarchy structure

## HS

General details

Hierarchy structure: HS    Description: Test Hierarchy structure

Hierarchy structure detail

+ Add line    Remove

Table name	Field name	Side	Priority
Items	Coverage group	0	2
Items	Cost group	0	1
Items	Item number	0	0

Table name: Items    Field name: Item number

POSITION

Headside:  Yes

Side:

Priority:

The parameterization of the lines according to the fields "Side", "Priority" and "Headside" is fundamental for a correct application logic of the custom.

In the example shown, this is the logic that would follow the system for finding combinations

Item Number	Cost group	Coverage group
ITEMS	PFIN	01period01
ITEMS	PFIN	*
ITEMS	*	*
*	*	*
*	PFIN	01period01
*	*	01period01
*	*	

(The system first reads the conditions in which all the values are specified, then removes the field with the lowest priority (Priority = 2) and performs the search again with the first two fields, and so on....)

The "Priority" field, in addition to defining the display order of the "Filters" and selection fields, in the Validation condition, is used by the custom to search for the correct combination of values when entering the customer order line (a "Side" parity)

000001160  
\*|\*|\*  
14,00

Validation condition | 3/30/2020 : 12/31/2154

FILTERS

Item number	Cost group	Coverage group
<input type="text"/>	<input type="text"/>	<input type="text"/>
ITEMS	*	*

The "Side" field defines the hierarchical level, among the fields of the hierarchy structure, to be considered for the correct application of the validation condition.

For each side, it is possible to activate the "Headside" option in the field with higher priority.

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This setting does not affect the search logics in any way, but enables the logics for data entry to avoid inserting incorrect or unnecessary records.

If the Side is composed, for example, of the key of the table linked to the side (in this case the article) + two other master data attributes, and in the record I have specified the article, it makes no sense to specify the other two attributes; because they are directly derived from the article. Entering them could, in some cases, lead to errors if the master data attributes change.

By activating the option and indicating a specific value in the "Headside" field, the system forces the insertion of a "\*" in the other fields on the same side.

(In the example of the hierarchical structure, activating the " Headside " flag for the "Item number" field would skip the first 2 conditions)

Item Number	Cost group	Coverage group
ITEMS	PFIN	01period01
ITEMS	PFIN	*
ITEMS	*	*
*	*	*
*	PFIN	01period01
*	*	01period01
*	*	

00001160  
\*|\*|\*  
14.00

Validation condition | 3/30/2020 : 12/31/2154

**FILTERS**

Item number	Cost group	Coverage group
<input type="text"/>	<input type="text"/>	<input type="text"/>
Item number	Cost group	Coverage group
ITEMS	*	*

In this case the price on the personalized price list to be applied will be verifying the following conditions:

- Any Coverage group
- Any Cost group
- Only if item 52059032 is indicated

Finally, proceed as indicated later in the phase of Lists and discounts creation.

### 2.3 Agents: adding or modification of vendor master data

The agents are managed as vendors, so the creation of the agent master data maintains the same logic of insertion as a standard supplier, but with further compilation of some specific fields of the agent.

From **Accounts Payable**→**Vendors**→**All vendors** select the agent.

Fill in the **Group** field, selecting the most suitable supplier group for the agent.

- Nazionale Agents → FORITA

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- Intra UE Agents → FORCEE
- Extra UE Agents → FOREXCEE

Tutti i fornitori

🔍 Filtro

✓	Account fornitore ↑	Nome	Telefono	Interno	Contatto primario	Gruppo	Valuta	Sospensione fornitore
	Domestic vendor	Domestic vendor	02 123 456			FORITA	EUR	No
	ITCO-000001	vendor 1				FORITA	EUR	No
	ITCO-000002	vendor 2				FORITA	EUR	No
	ITCO-000003	vendor 3				FORITA	EUR	No
	ITCO-000004	vendor 4				FOREXCEE	USD	No
	UE Vendor	vendor 5				FORCEE	EUR	No
✓	UE Vendor	vendor 6				FORCEE	EUR	No

Based on this selection, a specific agent pre-invoice will be created, handling the balance accounts relative to vendor type.

In the "Advanced commission" menu of the vendor master data, you can insert the specific information of the agent:

All vendors

Domestic vendor : Domestic vendor

Vendor profile -- ▾

Purchasing demographics EUR | -- | -- | -- | -- ▾

Invoice and delivery -- | -- | -- | -- | -- | IT\_DOM ▾

Purchase order defaults -- | -- | -- | -- | -- | -- ▾

Payment Net10 | -- | -- | -- | -- | -- ▾

Retail ▾

Financial dimensions ▾

Advanced commission

Contract history Company composition percentages

COMMISSION SUBJECT

Commission subject  Yes

Start contract date 1/1/2020

End contract date

Enasarco position number

Enasarco position number

Enasarco subject  Yes

Contract type Single emissary

Agent type Person

Settlement type On invoice

Enasarco period Quarter

Customers indemnity subject  No

- **Commission subject:** indicates whether the vendor is an agent. With the flag disabled, the commission calculation will not be carried out
  - **Enasarco entity:** activates the Enasarco management
  - **Enasarco serial number:** attribute for Enasarco communications
  - **Enasarco position number:** attribute for Enasarco communications
  - **Start and End of contract:** essential for the correct management of ENASARCO and FIRR
  - **Contract type:** Plurimandatario or Monomandatario
  - **Agent type:** Person / Joint-stock company / partnership / partner of partnership
  - **Settlement type:** Type of settlement to be proposed on the agent's contracts, possible values:
    - On invoice: the commission will be immediately payable at the time of issue of the customer invoice, regardless of the receipt of the same
    - On total settlement: the commission will be settled, even partially, when the collections, even partial, of the customer invoice will be posted
    - On settlement: the commission will be settled when the customer invoice is totally collected
  - **Enasarco period:** the value must always be "Quarter"
  - **Customer indemnity subject:** it is used to allow the calculation of the FISC on the agent
  - **Contract history:** Highlight the change of the contract type over time

**Contract history**

+ New Delete

✓	Vendor account	Agent type	Contract type	Creation date	TimeHo
	Domestic vendor	Person	Single emissary	4/9/2020	13:0

OK Cancel

If for the agent, is necessary to take into account withholding tax, it will be essential to also fill in the specific fields, present in the "Invoice and delivery" menu, by inserting the **withholding tax group** created specifically for the commissions management.

All vendors

**Domestic vendor : Domestic vendor**

Vendor profile

---

Purchasing demographics EUR | -- | -- | -- | -- | --

---

Invoice and delivery -- | -- | -- | -- | -- | IT\_DOM ^

<b>INVOICE</b>	Vendor price tolerance group	<b>OFFSET ACCOUNT</b>	<b>DELIVERY</b>	Mode of delivery	Prices include sales tax
Invoice account	_____	Account type	UPS zone	_____	<input type="checkbox"/> No
Number sequence group	Vendor exception group	Ledger	Delivery terms	Destination code	Tax exempt number
IT_VENDOM	_____	Offset account	_____	_____	03844300966
				<b>SALES TAX</b>	<b>WITHHOLDING TAX</b>
				Sales tax group	Calculate withholding tax
				IT_DOM	<input checked="" type="checkbox"/> Yes
					Withholding tax group
					RAG20

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Below an example of withholding tax groups.

Finance and Operations Search for a page

Edit + New Delete Options

Filter

Withholding tax groups

Withholding tax group	Description
RAG20	RAG20

Setup

+ Add - Remove

Withholding tax code	Withholding tax name	Value	Non deductible...
RIT20	Ritenuta al 20%	20.00	0.00

The withholding tax code RIT20 will be used to calculate the Enasarco and in the setup must have the active **Commissions** flag:

Finance and Operations Search for a page

Edit + New Delete Values Limits Inquiries Options

Filter

Withholding tax codes

Withholding tax code	Withholding tax name
RIT20	Ritenuta al 20%

General

CURRENCY REFERENCE

Currency Main account

EUR 200180

COMMISSION MANAGEMENT

Commissions

Yes

Calculation

CALCULATION PARAMETERS ROUND-OFF

Origin Round-off

Percentage of net amount 0.00

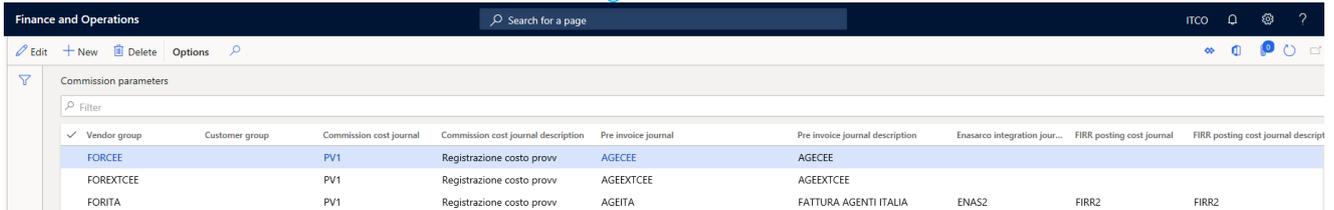
Rounding form

Normal

### 2.4 Commission journal registration settings

From **Maintain Advanced Commercial Agreements** → **Setup** → **Advanced commission** → **Commission parameters** it is possible to create and associate the names of the journal to be used for each accounting processing, according to the vendor groups to which the agents belong.

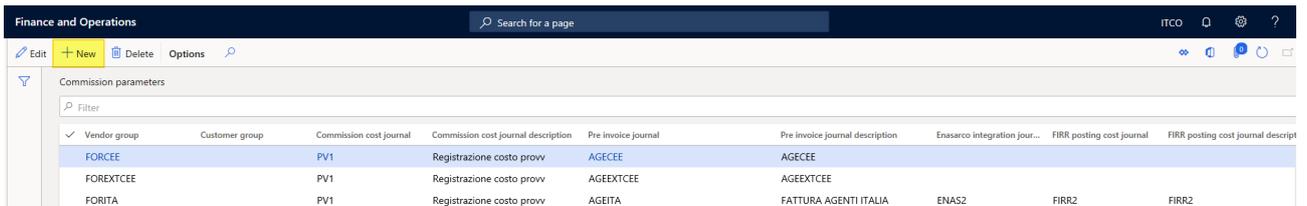
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Vendor group	Customer group	Commission cost journal	Commission cost journal description	Pre invoice journal	Pre invoice journal description	Enasarco integration jour...	FIRR posting cost journal	FIRR posting cost journal descrip
FORCEE		PV1	Registrazione costo provv	AGECEE	AGECEE			
FOREXTCEE		PV1	Registrazione costo provv	AGEEXTCEE	AGEEXTCEE			
FORITA		PV1	Registrazione costo provv	AGEITA	FATTURA AGENTI ITALIA	ENAS2	FIRR2	FIRR2

### Part 1

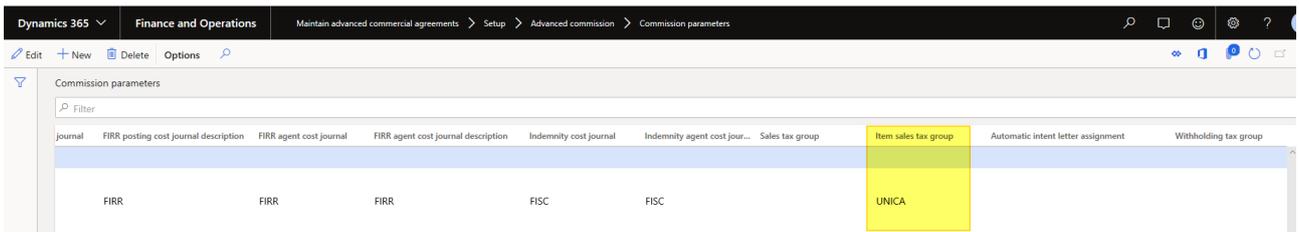
Click on "new"



Vendor group	Customer group	Commission cost journal	Commission cost journal description	Pre invoice journal	Pre invoice journal description	Enasarco integration jour...	FIRR posting cost journal	FIRR posting cost journal descrip
FORCEE		PV1	Registrazione costo provv	AGECEE	AGECEE			
FOREXTCEE		PV1	Registrazione costo provv	AGEEXTCEE	AGEEXTCEE			
FORITA		PV1	Registrazione costo provv	AGEITA	FATTURA AGENTI ITALIA	ENAS2	FIRR2	FIRR2

### Part 2

For the creation of the vendor / agent invoice, it is also necessary to indicate the VAT range of default items useful for identifying the correct VAT code.



journal	FIRR posting cost journal description	FIRR agent cost journal	FIRR agent cost journal description	Indemnity cost journal	Indemnity agent cost jour...	Sales tax group	Item sales tax group	Automatic intent letter assignment	Withholding tax group
FIRR	FIRR	FIRR	FIRR	FISC	FISC		UNICA		

## 2.5 Customers master data

From the customer master data, in the "Sales order default" menu, it is possible to indicate differentiation parameters between one customer and another, to create the conditions of applicability of the Commission contract, such as:

- Contracting: connection between customer and agent master data
- Sales group
- Commission Group
- Commission area

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All customers  
0000010 : L'AGRICOLA TORTONESI RITA

Sales order defaults

<b>SALES ORDER</b> Charges group <a href="#">RAEE+ECOTY</a> Site Warehouse Item - customer group Commission group Sales group	Sales order pool Account number Intercompany Order entry deadline Sales network group code <b>DISCOUNT</b> Multiline discount <a href="#">SX_PI</a>	Total discount Price <a href="#">PREST_JT</a> Line discount <a href="#">BI</a> Customer rebate group Customer TMA group <b>GROUPS</b> Postage group	Supplementary item Automatic cancel <input type="checkbox"/> Yes <b>ALLOCATION</b> Priority Low - 10 <b>FREE NOTES</b> Free notes group <b>ADVANCED COMMERCIAL AGREEMENTS</b> Price list	Contract Multiline contract Unpacked price Always Print detail All detail Days 0 <b>ADVANCED COMMISSION</b> Contracting 0008346 Commission area	<b>MINIMUM MARGIN</b> Minimum margin calculation group id <b>EXCEPTIONS</b> Don't print Intracode <input type="radio"/> No Don't print origin <input type="radio"/> No Print net prices <input type="radio"/> No
--	--	---	---	--	--

## 2.6 Items master data

In the items master data, through the field "Commissions excluded" has been added, under the menu item "Sell", it's possible to choose to exclude the advanced commission management.

Released product details  
PR5848 : PORTELLO EXA NE 2011 (66070456)

Sell

<b>SALES ORDER</b> Unit <a href="#">pcs</a> Overdelivery 100.00 Underdelivery 100.00 Intercompany stopped <input type="checkbox"/> No <b>ADMINISTRATION</b> Commission group <a href="#">RA</a> <b>TAXATION</b> Item sales tax group <a href="#">UNICA</a> <b>PRICE UPDATE</b> Sales price model	<b>BASE SALES PRICE</b> Price 0.000000 Price quantity 0.00 <b>CHARGES</b> Price charges 0.000000 Charges quantity 0.00 Charges group Incl. in unit price <input type="checkbox"/> No <b>DISCOUNTS</b> Line discount group	<b>ALTERNATIVE PRODUCT</b> When to use Never Alternative item number Configuration Size Color Style <b>INSTALLMENTS</b> Installment eligible <input type="checkbox"/> No Pricing precision	<b>PRICE ADJUST</b> Allow price adjust <input type="checkbox"/> No <b>CONTINUITY</b> Continuity schedule ID Event duration 0 <b>SELL DATES</b> Sell start date Sell end date <b>ITEM REBATE GROUP</b> Item rebate group	Quantity 0.00 Split line <input type="checkbox"/> No Notify not palletized maintenance None <b>SALES NETWORK</b> Sales network check <input type="checkbox"/> No <b>ADVANCED COMMISSION</b> Commission excluded <input checked="" type="radio"/> No <b>MINIMUM MARGIN</b> Minimum margin calculation group id
--	---	---	--	--

Moreover, in the same section we also find the field "Commission Group" which can be used among the fields of the hierarchy for the calculation of the commission.

[Released product details](#)  
**PR5848 : PORTELLO EXA NE 2011 (66070456)**

---

**Sell**

<b>SALES ORDER</b> Unit pcs Overdelivery 100.00 Underdelivery 100.00 Intercompany stopped <input type="radio"/> No	<b>BASE SALES PRICE</b> Price 0.000000 Price quantity 0.00 <b>CHARGES</b> Price charges 0.000000 Charges quantity 0.00 Charges group _____ Incl. in unit price	<b>ALTERNATIVE PRODUCT</b> When to use Never Alternative item number _____ Configuration _____ Size _____ Color _____ Style _____	<b>PRICE ADJUST</b> Allow price adjust <input type="radio"/> No <b>CONTINUITY</b> Continuity schedule ID _____ Event duration 0 <b>SELL DATES</b> Sell start date _____ Sell end date _____	Quantity 0.00 Split line <input type="radio"/> No Notify not palletized maintenance None <b>SALES NETWORK</b> Sales network check <input type="radio"/> No <b>ADVANCED COMMISSION</b> Commission excluded <input type="radio"/> No
--	--	---	---	---

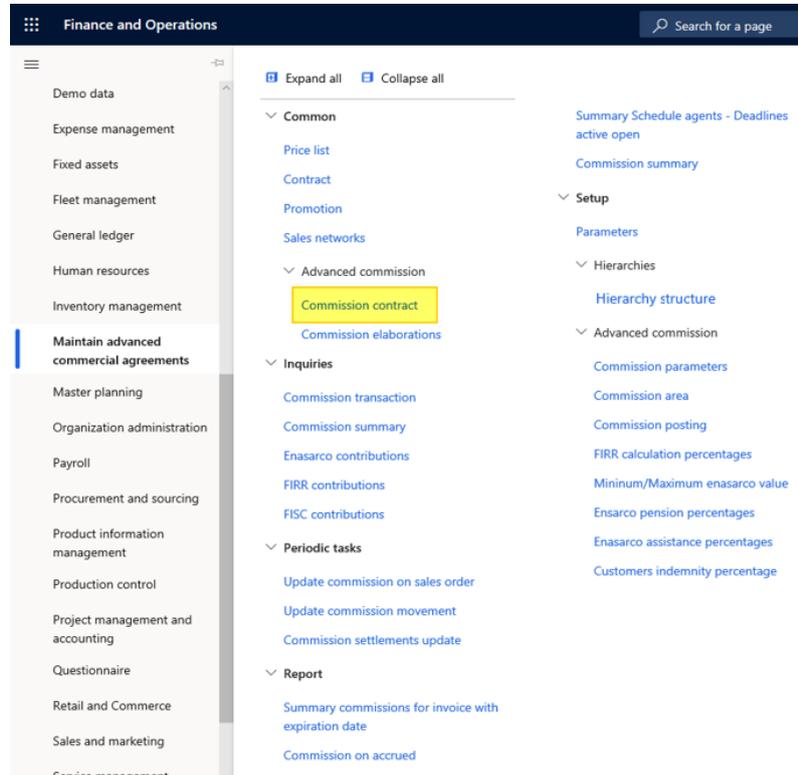
**ADMINISTRATION**  
 Commission group  
 RA

### 3 COMMISSION CONTRACT

The rules for the allocation of commissions are defined in the commission contract.

To access the commission contracts it is necessary to follow the path:

**Maintain advanced commercial agreements → Common → Advanced commissions → Commission contract**



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In this menu you can create / display / disable a commission contract.

Commission contract	Description	Hierarchy structure	Contracting	Commission area
BILKOM D.O.O.	BILKOM D.O.O.	AGE-CLI-RFA-GAMMA	0008516	
BOLDRIN ALBERTO	BOLDRIN ALBERTO	AGE-CLI-RFA-GAMMA	0002951	
BRESCIA S.A.S.	BRESCIA S.A.S.	AGE-CLI-RFA-GAMMA	0007247	
CANNILLO FRANCESCO	CANNILLO FRANCESCO	AGE-CLI-RFA-GAMMA	0005248	
CCR CARPINTERI SNC	CCR CARPINTERI SNC	AGE-CLI-RFA-GAMMA	0008724	
COLONNESE ANTONIO	COLONNESE ANTONIO	AGE-CLI-RFA-GAMMA	0003491	
FAI PESCARA SNC	FAI PESCARA SNC	AGE-CLI-RFA-GAMMA	0007974	
FERRANTI FRANCO	FERRANTI FRANCO	AGE-CLI-RFA-GAMMA	0008088	
GB BONINO	GB BONINO	AGE-CLI-RFA-GAMMA	0008346	
LIDERCOMPANY S	LIDERCOMPANY S	AGE-CLI-RFA-GAMMA	0008695	
MARCOCCIA GIANFRANCO	MARCOCCIA GIANFRANCO	AGE-CLI-RFA-GAMMA	0007694	
NUZZO IVANO	NUZZO IVANO	AGE-CLI-RFA-GAMMA	0008073	
PALLINI LORENZO	PALLINI LORENZO	AGE-CLI-RFA-GAMMA	0008425	
PALUMBO ROSARIO	PALUMBO ROSARIO	AGE-CLI-RFA-GAMMA	0008159	
PRETTO FABIO WALTER	PRETTO FABIO WALTER	AGE-CLI-RFA-GAMMA	0008962	
RAINER TAMME	RAINER TAMME	AGE-CLI-RFA-GAMMA	0008330	
RIVETTA MATTEO	RIVETTA MATTEO	AGE-CLI-RFA-GAMMA	0004355	
SESSINI FABRIZIO	SESSINI FABRIZIO	AGE-CLI-RFA-GAMMA	0008837	
TEST	TEST	TEST	0005248	

The start page lists all existing commission contracts.

By clicking on a contract, the following fields are present:

In the General section:

IDENTIFICATION	HIERARCHY	Commission area	Commission base	Priority	Settlement type
Commission contract ABZARSARA CO.	Hierarchy structure AGE-CLI-RFA-GAMMA	Statistic group	Total commission base		On invoice
Description ABZARSARA CO.	OTHER Contracting 0009011		Commission base amount Commission base amount 1		Note

- **Commission contract:** name / code of the contract
- **Description:** Description of the commission contract
- **Hierarchy structure:** hierarchy structure to be associated with the commission contract
- **Contracting:** agent code (only the vendor master data will be displayed with the Commission flag enable)
- **Commission area:** geographical area related to the commission contract
- **Statistic group:** link to the statistical groups master data

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Path: **Maintain Advanced Commercial Agreements > Setup > Advanced commercial agreements > Statistical Group.**

The screenshot shows the Dynamics 365 interface for configuring a 'Statistic group'. The breadcrumb path is 'Maintain advanced commercial agreements > Setup > Advanced commercial agreements > Statistic group'. The left sidebar shows a list of groups: Group 1, Group 2, and Group 3. The main area shows the configuration for 'Group 1' under the 'General' tab. The 'Statistics group type' is set to 'Commercial agreements'.

This parameterization does not affect processes. It is a field used for reporting and data extraction.

Returning to the commission contract screen.

The screenshot shows the 'Commission contract' screen for 'ABZARSARA CO. : AGE-CLI-RFA-GAMMA'. The 'General' tab is active, showing fields for 'Commission contract', 'Description', 'Hierarchy structure', 'OTHER', 'Commission area', 'Statistic group', 'Commission base', 'Total commission base', 'Commission base amount', 'Commission base amount 1', 'Priority', 'Settlement type', 'On invoice', and 'Note'.

- **Priority:** priority in the customer order of the commissions resulting from this mandate
- **Commission base:** type of commission base, with possible values:
  - Total taxable commission: the commission is calculated on the entire commission basis, regardless of the priority of the commission itself
  - Taxable net commission: the commission is calculated on the commission basis net of the commissions already calculated on the same base with lower priority
- **Commission base amount:** is the taxable commission, which is based on the flags of the line types (setup in Maintain advanced commercial agreements → Setup → Line type).

The commission is calculated on the basis of the "**Line Type**" if there are commercial agreements with at least one of the active flags shown in the image.

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The screenshot shows the Dynamics 365 Finance and Operations interface for configuring a line type. The 'Line type' is 'Gross\_PR\_' with a 'Condition type' of 'Price' and a 'Description' of 'Gross Price'. The 'General' section includes a 'LINE TYPE' dropdown set to 'Yes' and a 'Statistic group' dropdown. The 'ADMINISTRATION' section, highlighted in yellow, contains three commission amounts: 'Commission 1', 'Commission 2', and 'Commission 3', each with a toggle switch set to 'Yes'. There is also a 'Print' toggle set to 'No'.

This feature is associated with each commission contract and allows you to insert further calculation customizations, by implementing a combination of price lists / contracts and commission contracts;

The screenshot shows the 'Commission contract' configuration page for 'ABZARSARA CO. : AGE-CLI-RFA-GAMMA'. The 'General' section includes fields for 'Commission contract', 'Description', 'HIERARCHY', 'OTHER', 'Commission area', 'Statistic group', 'Commission base', 'Priority', and 'Settlement type'. The 'Commission base amount' dropdown is highlighted in yellow, showing options: 'Total commission base', 'Commission base amount 1', 'Commission base amount 2', 'Commission base amount 3', 'Custom commission base amount 1', 'Custom commission base amount 2', and 'Custom commission base amount 3'.

(An example of use will be shown in the chapter of the sales order)

- **Settlement type:** type of settlement. Information passed from the agent registry, editable. Possible values:
  - On invoice: the commission will be immediately payable at the time of issue of the customer invoice, regardless of the receipt of the same.
  - On settlement: the commission will be settled, even partially, when the collections, even partial, of the customer invoice will be recorded.
  - On total settlement: the commission will be settled when the customer invoice is totally collected.
- **Note:** further comments can be entered

### In Version section

The screenshot shows the 'Version' section in Dynamics 365. It includes a table with columns: Effective, Expiration, Active, Approved, and Approved by. The 'Effective' date is 1/1/2019 and 'Expiration' is Never. To the right of the table are fields for 'DATE RANGE' (Effective: 1/1/2019, Expiration: Never), 'ACTIVE' (Active: No), and 'APPROVAL' (Approved: No, Approved by: ).

- **Effective / Expiration:** start and end date of validity of the commission contract;

## User Guide – Advanced Commissions Management – ALTERNA MODEL

- **Active:** indicates whether the commission contract is enabled;
- **Approved:** indicates whether the mandate is approved;
- **Approved by:** user approver;

From the Action Panel, under the **Commission Contract** section and by clicking on the "Copy" button, you can copy a contract already created. (see next image)

**Commission contract**  
ABZARSARA CO. : AGE-CLI-RFA-GAMMA

**IDENTIFICATION**  
Commission contract: ABZARSARA CO.  
Description: ABZARSARA CO.

**HIERARCHY**  
Hierarchy structure: AGE-CLI-RFA-GAMMA  
OTHER Contracting: 0009011

Commission area: [Dropdown]  
Statistic group: [Dropdown]

Commission base: Total commission base [Dropdown]  
Commission base amount: [Dropdown]  
Commission base amount 1: [Dropdown]

Priority: [Text]  
Settlement type: On invoice [Dropdown]  
Note: [Text Area]

**Version**  
+ Add line Remove Approval Validation condition Copy

Effective	Expiration	Active	Approved	Approved by
1/1/2019	Never	<input type="checkbox"/>	<input type="checkbox"/>	

DATE RANGE  
Effective: 1/1/2019 [Calendar]  
Expiration: Never [Calendar]

**ACTIVE**  
Active:  No

**APPROVAL**  
Approved:  No  
Approved by: [Text]

**N.B.:** to modify the Validation Condition the contract must not be active or approved.

By clicking on the **Validation conditions** button, you will be able to view the lines and therefore, the conditions of the contract of your interest.

**Commission contract**  
ABZARSARA CO. : AGE-CLI-RFA-GAMMA

**IDENTIFICATION**  
Commission contract: ABZARSARA CO.  
Description: ABZARSARA CO.

**HIERARCHY**  
Hierarchy structure: AGE-CLI-RFA-GAMMA  
OTHER Contracting: 0009011

Commission area: [Dropdown]  
Statistic group: [Dropdown]

Commission base: Total commission base [Dropdown]  
Commission base amount: [Dropdown]  
Commission base amount 1: [Dropdown]

Priority: [Text]  
Settlement type: On invoice [Dropdown]  
Note: [Text Area]

**Version**  
+ Add line Remove Approval **Validation condition** Copy

Effective	Expiration	Active	Approved	Approved by
1/1/2019	Never	<input type="checkbox"/>	<input type="checkbox"/>	

DATE RANGE  
Effective: 1/1/2019 [Calendar]  
Expiration: Never [Calendar]

**ACTIVE**  
Active:  No

**APPROVAL**  
Approved:  No  
Approved by: [Text]

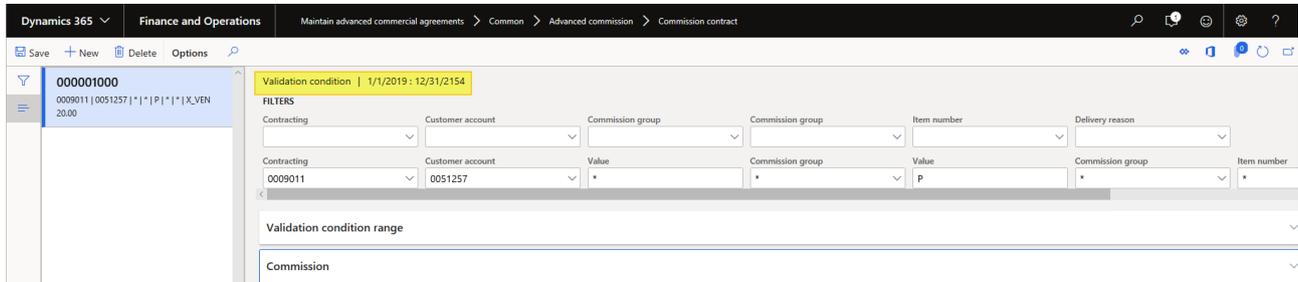
The detail commission contract form is divided into three parts:

## User Guide – Advanced Commissions Management – ALTERNA MODEL

First part → **Validation conditions**: defines the rules for the attribution of commissions, that is the conditions of applicability (calculation rules) to be applied in the customer order line are constructed.

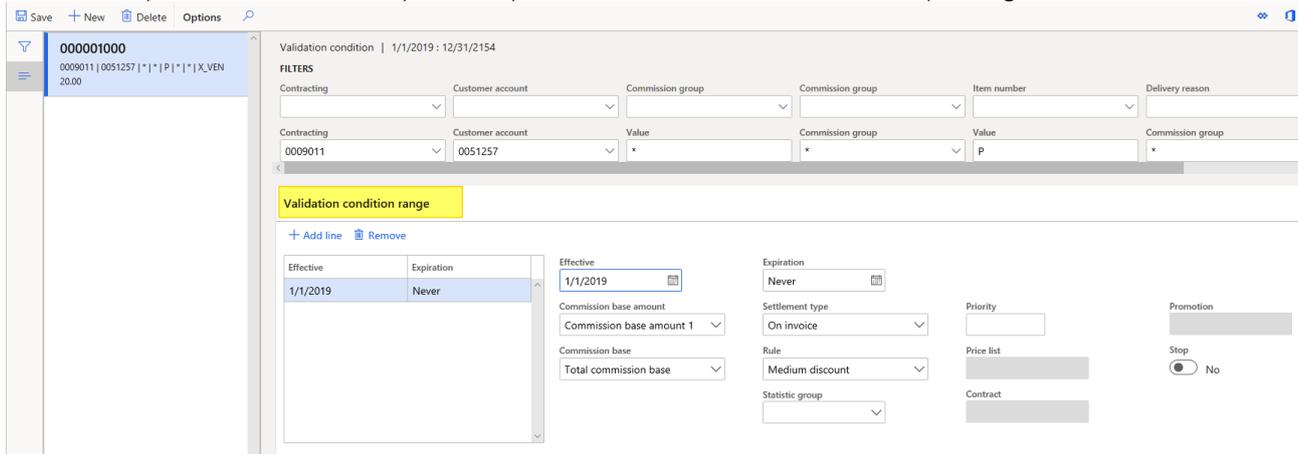
For example, conditions can be entered such that if a certain type of order is entered in the order, commissions will not be calculated. Or the commissions may be differentiated according to a specific customer or to a specific item sold.

The fields displayed on which to base the attribution rules come from the hierarchy set previously.



Second part → **Validation condition range**: each line of the hierarchy is associated with a specific commission detail, in which the rules for calculating commissions and their validity are defined. Some information is inherited from the commission contract header but is editable.

In addition, you can insert as many lines as you want to calculate commissions per single order line.



Possible values are:

- **Effective**: rule validity starts
- **Expiration**: end of rule validity

**N.B.:** within this section it is possible to define multiple lines with different validity intervals

- **Commission base**: as explained above

**NB:** a "commission taxable" can be contained in several contracts (for example, the taxable Provv 1 is present in contract A and B), but several commissionable taxable income cannot be contained in a single contract (eg contract A it cannot contain both the taxable provision 1 and the taxable provision 2.).

- **Commission base amount**: as explained above
- **Settlement type**: as explained above
- **Rule**: the rule for accessing the commission scale is defined. Based on the selection, the meaning of the "Minimum value" and "Maximum value" fields of the commission scale will change.

Possible values:

- o Medium discount: the commission scale and implements the average of the discounts granted to the customer
- o Net price: the commission scale is based on the price charged
- o Price difference from price list : the commission scale is based on the difference between the applied price and the list price
- o Custom commission base amount 1 , Custom... 2, Custom... 3: in case of personalizations

- **Statistic group:** links the contract for data collection for statistical purposes
- **Priority:** indicates the order in which the system checks and applies the conditions compared to the other contracts
- **Price list:** if the rule is Price difference from price list it is possible to indicate a price list
- **Contract:** if the rule is List price difference, a contract can be indicated
- **Promotion:** if the rule is List price difference, a promotion can be indicated
- **Stop:** if you activate this flag, the system limits itself to the conditions of that commission contract and does not continue to search on other subsequent contracts.

Third part → **Commissions** : determines the change of commission when the value expressed in the Rule changes.

Validation condition | 1/1/2019 : 12/31/2154

**FILTERS**

Contracting: [Dropdown] Customer account: [Dropdown] Commission group: [Dropdown] Commission group: [Dropdown] Item number: [Dropdown] Delivery reason: [Dropdown]

Contracting: 0009011 Customer account: 0051257 Value: \* Commission group: \* Value: P Commission group: \*

**Validation condition range**

**Commission**

+ Add line Remove

Minimum value	Maximum value	Commission calculation type ↑	Percentage/Am...
0.00	999,999,999.00	Percentage	5.00

Minimum value: 0.00 Maximum value: 999,999,999.00 Commission calculation type: Percentage

Percentage/Amount: 5.00

The values that can be set are:

- **Minimum value:** indicates the minimum value of the range
- **Maximum value:** indicates the maximum value of the range
- **Commission calculation type:** indicates the type of commission:
  - o Percentage
  - o Amount: fixed amount of the commission
  - o Amount Per Unit of the commission
  - o Percentage on difference: percentage calculated on the difference between the applied price and the reference price list (applicable only if the rule is price list difference)
  - o Percentage on price list

N.B.: In case you decide to exit the form without filling in any fields within the validation condition range, the system proceeds by deleting the newly created record.

## 4 CUSTOMER ORDER

The orders can be associated manually or automatically (through previous parameterizations) to the commission contract.

Commissions are managed at the level of the customer order line, so with the advanced commissions some attributes have been added in the “Line details”, Advanced Commissions tab, in order to view the calculation made by the commissions when entering the order lines:

- Manual: indicates that the line has a manual commission treatment
- Commission contract: commission area of the order line
- Insert type: manual or automatic
- Contracting: reference agent for the sale
- Priority: related to the commission contract
- Commission base
- Commission base amount
- Commission calculation type
- Percentage/amount: percentage or amount of commission
- Amount in transaction currency: commission amount in transaction currency
- Amount: commission amount
- Settlement type

**Line details**

General Setup Address Product Packing Delivery Sourcing Price and discount Project Foreign trade Financial dimensions Loads **Advanced commission**

+ Add line Remove

Manual Commission area Contracting Commission search date  
 0002951 2/29/2020

Commission contract	Insert type	Contracting	Priority	Commission base	Commission base amount	Commission calculation type	Commission base	Percentage/Am...	Amount in tran...	Amount
ABZARSARA CO.	Manual	0009011		Total commission base	Commission base amount 1	Percentage	52.34	10.00	5.23	5.23
BANDIRALI LUCA	Manual	0006151		Total commission base	Commission base amount 1	Percentage	52.34	3.00	1.57	1.57

## User Guide – Advanced Commissions Management – ALTERNA MODEL

By clicking on the field containing the name of the commission contract, you can view the line of the commission contract that triggered the calculation.

Commission contract  
**ABZARSARA CO. : AGE-CLI-RFA-GAMMA**

**General**

<b>IDENTIFICATION</b> Commission contract ABZARSARA CO.	<b>HIERARCHY</b> Hierarchy structure <a href="#">AGE-CLI-RFA-GAMMA</a>	Commission area	Commission base Total commission base	Priority	Settlement type On invoice
Description ABZARSARA CO.	<b>OTHER</b> Contracting 0009011	Statistic group	Commission base amount		Note
			Commission base amount 1		

**Version**

+ Add line Remove Approval Validation condition Copy

Effective	Expiration	Active	Approved	Approved by	DATE RANGE	ACTIVE	APPROVAL
1/1/2019	Never	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	utente	Effective 1/1/2019	Active <input checked="" type="checkbox"/> Yes	Approved <input checked="" type="checkbox"/> Yes
					Expiration Never		Approved by utente

By clicking on the **Manual** button it is necessary to modify the resources already calculated by the system or to add others or to replace them by clicking on the "add line" button. If a commission contract linked to the order has already been created according to certain conditions, the line is **automatically** populated (by clicking "Save").

Sales order details  
**EVS2105136-1 : DOSE GIARDINAGGIO SNC DI DOSE ROBERTO & C.** Lines Header Open order

Sales order header

Sales order lines

+ Add line Add lines Add products Remove Sales order line Financials Inventory Product and supply Update line Warehouse Retail

✓ T...	Variant number	Product number	Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit	Unit price	Delivery type
		006100730R	006100730R	ANELPOWER MATE 3/8" 7 DENTI				12.00	pcs	6.710000	Stock
		K45590117	K45590117	PULSANTE				12.00	pcs	4.620000	Stock
		097000147AR	097000147AR	PESCA OLIO COMPL				2.00	pcs	8.620000	Stock
		300000217	300000217	FILTRO MIX 6109-29				2.00	pcs	1.500000	Stock
		3155084	3155084	SALOPETTE OM ENERGY TG M				1.00	pcs	101.670000	Stock

**Line details**

General Setup Address Product Packing Delivery Sourcing Price and discount Project Foreign trade Financial dimensions Loads **Advanced commission**

+ Add line Remove

Manual

Commission area Contracting Commission search date

0002951 2/29/2020

✓	Commission contract	Insert type	Contracting	Priority	Commission base	Commission base amount	Commission calculation type	Commission base	Percentage/Am...	Amount in tran...	Amount
	ABZARSARA CO.	Manual	0009011		Total commission base	Commission base amount 1	Percentage	52.34	10.00	5.23	5.23
	BANDIRALI LUCA	Manual	0006151		Total commission base	Commission base amount 1	Percentage	52.34	3.00	1.57	1.57

The commission calculation will be made definitively again when the order is invoiced. In the documents following the customer order (eg invoices) the calculation information will be historicized in the "Lines" menu item of each journal.

## User Guide – Advanced Commissions Management – ALTERNA MODEL

The screenshot displays the Dynamics 365 Finance and Operations interface. The top navigation bar includes 'Accounts receivable > Orders > All sales orders'. The main menu has 'Invoice' highlighted. Below the menu, there are tabs for 'Generate', 'Bill', 'Settle', 'Correction', and 'Journals'. The 'Sales order lines' section shows a table with columns: T..., Variant number, Product number, Item number, Product name, Sales category, CW quantity, CW unit, Quantity, Unit, Unit price, and Delivery type. The table contains five rows of product data. Below this, the 'Line details' section is visible, with 'Advanced commission' highlighted. It includes a 'Manual' checkbox, a 'Commission area' dropdown, a 'Contracting' dropdown, and a 'Commission search date' field. A table below shows commission details with columns: Commission contract, Insert type, Contracting, Priority, Commission base, Commission base amount, Commission calculation type, Commission base, Percentage/Am..., Amount in tran..., and Amount.

T...	Variant number	Product number	Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit	Unit price	Delivery type
		006100730R	006100730R	ANELPOWER MATE 3/8" 7 DENTI				12.00	pcs	6.710000	Stock
		K45590117	K45590117	PULSANTE				12.00	pcs	4.620000	Stock
		097000147AR	097000147AR	PESCA OLIO COMPL.				2.00	pcs	8.620000	Stock
		300000217	300000217	FILTRO MIX 6109-29				2.00	pcs	1.500000	Stock
		3155084	3155084	SALOPETTE OM ENERGY TG M				1.00	pcs	101.670000	Stock

Commission contract	Insert type	Contracting	Priority	Commission base	Commission base amount	Commission calculation type	Commission base	Percentage/Am...	Amount in tran...	Amount
ABZARSARA CO.	Manual	0009011		Total commission base	Commission base amount 1	Percentage	52.34	10.00	5.23	5.23
BANDIRALI LUCA	Manual	0006151		Total commission base	Commission base amount 1	Percentage	52.34	3.00	1.57	1.57

In the order header there is the possibility of manually entering commission lines which can be:

- substitutes for those calculated by the system;
- additional to those calculated by the system.

### Example of sales order entry related to the Commission Contract

Create a price list with a Price list (DB00002) in which in the first line there is an external reference (in this case type EXT\_RIFE) to another price list (DB00001).

In the First line of the Packed Price section, enter the reference to the DB0001 price list

## User Guide – Advanced Commissions Management – ALTERNA MODEL

In the second line of the price list, specify the base price that is linked to the line type "PRICE" where you want to enable the "Commision 1" flag.

N.B. in this case the "Condition type" price was used, but you can apply the same procedure for other condition types as well.

User Guide – Advanced Commissions Management – ALTERNA MODEL

This is the parameter that relates directly to the head of the commission contract with " Commission base amount 1".

While in the DB0001 price list for quantity (the more the customer buys, the lower the price),

**Validation condition range**

+ Add line    Remove

Effective	Expiration	Min. order qua...	Max. order qua...	Unit
4/10/2020	Never	11.00	100.00	Pcs
4/10/2020	Never	0.00	10.00	Pcs

Effective: 4/10/2020  
 Expiration: Never  
 Min. order quantity: 11.00  
 Max. order quantity: 100.00  
 Unit: Pcs

**OTHER**  
 Range code:   
 Price unit: 1.00

the price is linked to a line type "QTYDISC";

**Packed price**

+ Add line    Remove

Priority	Condition type	Line type	Price unit	Value
1	Price	QTYDISC	1.00	30.0000

Priority: 1  
 Condition type: Price  
 Line type: QTYDISC  
 Price unit: 1.00  
 Value: 30.0000

**GOOD DISCOUNT**  
 Item number:   
 Delivery reason:   
 Unit:   
 Quantity:   
 Multiple: 0.00

**EXTERNAL REFERENCE**  
 Price reference type: Price list  
 Price reference ID:   
 Range code:

By clicking inside the line type, you can view the link to "Commission1" and "Commission 2"

Filter

**QTYDISC**  
 Price  
 No

**Line type**

Line type	Condition type	Description
QTYDISC	Price	

**General**

**LINE TYPE**  
 Default:  No  
 Statistic group:   
**ADMINISTRATION**  
 Commission 1:  Yes  
 Commission 2:  Yes  
 Commission 3:  No  
 Print:  No

## User Guide – Advanced Commissions Management – ALTERNA MODEL

In the head of the Commission contract set the "Commission base amount 1"

Commission contract  
**ABZARSARA CO. : AGE-CLI-RFA-GAMMA**

**General**

IDENTIFICATION	HIERARCHY	Commission area	Commission base	Priority	Settlement type
Commission contract ABZARSARA CO.	Hierarchy structure AGE-CLI-RFA-GAMMA	_____	Total commission base _____	_____	On invoice
Description ABZARSARA CO.	OTHER Contracting 0009011	Statistic group _____	Commission base amount <b>Commission base amount 1</b>	_____	Note _____

**Version**

+ Add line Remove Approval Validation condition Copy

Effective	Expiration	Active	Approved	Approved by	DATE RANGE	ACTIVE	APPROVAL
1/1/2019	Never				Effective 1/1/2019	Active <input type="radio"/> No	Approved <input type="radio"/> No
					Expiration Never		Approved by _____

Make sure the contract is not approved and activated in order to use the Validation Condition.

Click on "validation condition" in Version and you will notice that some fields will be inherited from the previous header of the contract.

Set the "rule" on which the calculation of the commission and the validity date of the contract must be based.

Validation condition range

+ Add line Remove

Effective	Expiration	Effective	Expiration	Commission base amount	Settlement type	Priority	Promotion
1/1/2019	Never	1/1/2019	Never	Commission base amount 1	On invoice	C100	Stop <input checked="" type="checkbox"/> Yes
		Commission base	Rule	Commission base amount 1	Net price	Price list	Contract
		Total commission base	Statistic group				

In the Commissions section, establish the maximum and minimum amount on which to calculate the commission (minimum value and maximum value) in percentage or in amount.

Commission

+ Add line Remove

Minimum value	Maximum value	Commission calculation type ↑	Percentage/Am...	Minimum value	Maximum value	Commission calculation type
0.00	999,999,999.00	Percentage	5.00	0.00	999,999,999.00	Percentage
		Percentage/Amount	5.00			

Create an order that relates by item or by customer to the condition of the commission generated,

## User Guide – Advanced Commissions Management – ALTERNA MODEL

- If order line quantity is 10

Sales order lines

✓	T...	Variant number	Product number	Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit	Unit price	Delivery type
✓			52059032	52059032	TRONCATORE HILTI DSH 700-X...				10.00	pcs	60.000000	Stock

Line details

General Setup Address Product Packing Delivery Sourcing Price and discount Project Foreign trade Financial dimensions Loads **Advanced commission**

+ Add line Remove

Manual  Commission area Contracting Commission search date

0008346 4/10/2020

✓	Commission contract	Insert type	Contracting	Priority	Commission base	Commission base amount	Commission calculation type	Commission base	Percentage/Am...	Amount in tran...	Amount
✓	ABZARSARA CO.	Manual	0009011		Total commission base	Commission base amount 1	Percentage	600.00	5.00	30.00	30.00

Save, this will populate the price and related commissions.

The self-generated price is 60 euros (30 euros basic price and 30 euros increased price).

The amount of the "commission base" on which the calculation of the commission is processed will also be automatically updated

- If order line quantity is 50

Sales order lines

✓	T...	Variant number	Product number	Item number	Product name	Sales category	CW quantity	CW unit	Quantity	Unit	Unit price	Delivery type
✓			52059032	52059032	TRONCATORE HILTI DSH 700-X...				50.00	pcs	40.000000	Stock

Line details

General Setup Address Product Packing Delivery Sourcing Price and discount Project Foreign trade Financial dimensions Loads **Advanced commission**

+ Add line Remove

Manual  Commission area Contracting Commission search date

0008346 4/10/2020

✓	Commission contract	Insert type	Contracting	Priority	Commission base	Commission base amount	Commission calculation type	Commission base	Percentage/Am...	Amount in tran...	Amount
✓	ABZARSARA CO.	Manual	0009011		Total commission base	Commission base amount 1	Percentage	2.000.00	5.00	100.00	100.00

Also save in this case,

The price becomes 40 euro (30 euro base price of the DB0002 price list and 10 euro of the DB0001 price list, lower than in the previous case) because larger quantities were purchased.

Alternatively if you want to configure:

- Commission base amount 1 associated with a commission line type 1
- Commission base amount 2 associated with a commission line type 2,

it is possible to process them by creating two separate commission contracts.

In the Advanced Commissions section you will get two different lines with commission bases calculated separately.



## 5 COMMISSIONS CONSULTATION

When the orders, for which a commission calculation is foreseen, will be invoiced, it will be possible to view the values directly from the menu:

**Maintain Advanced commercial Agreements → Inquiries → Commissions Transactions:**

The screenshot shows the SAP navigation menu for 'Finance and Operations'. The left sidebar lists various modules, with 'Maintain advanced commercial agreements' selected. The main area displays a tree view of options under 'Inquiries', where 'Commission transaction' is highlighted. Other options include 'Common', 'Advanced commission', 'Periodic tasks', and 'Report'.

The list of contracts present in the system is illustrated below

**Commission transaction**

Transaction Settlement Financial dimension

+ Add line Remove Copy commission transaction Cancel commission transaction Commission transaction recalculation

Filter  Show all

Commission tra...	Commission contract	Contracting	Item number	Product name	Customer account	Invoice	Invoice date	Project ID	Protest	Settlement type
TR0021113	BILKOM D.O.O.	0008516	69209089	COPPIA RUOTE LATERALI 3.50-...	0051118	VCE1900197	5/29/2019			On invoice
TR0021114	BILKOM D.O.O.	0008516	69209081	ASSOLCATORE PER MTZ (1+1 L...	0051118	VCE1900197	5/29/2019			On invoice
TR0021115	BILKOM D.O.O.	0008516	69209116	COPPIA RUOTE METALLICHE PE...	0051118	VCE1900197	5/29/2019			On invoice
TR0021116	BILKOM D.O.O.	0008516	69209083	SCAVAPATATE PER MTZ (1+1 L...	0051118	VCE1900197	5/29/2019			On invoice
TR0021118	BILKOM D.O.O.	0008516	68589010E5	M.ZAPP BT 2055 EMAK K800HC...	0051118	VCE1900197	5/29/2019			On invoice
TR0021125	BILKOM D.O.O.	0008516	3047027R	CINGHIA TRAP. Z29 1/2 10X750...	0051156	VCE1900239	5/31/2019			On invoice
TR0021126	BILKOM D.O.O.	0008516	4191247R	MOZZO D.60 X DISCO COMPL. ...	0051156	VCE1900239	5/31/2019			On invoice
TR0021127	BILKOM D.O.O.	0008516	61120018R	FILTRO ARIA IN CARTA	0051156	VCE1900239	5/31/2019			On invoice
TR0021129	BILKOM D.O.O.	0008516	66070099R	MOLLA LEVA SCATOLA TRAZ.(0...	0051156	VCE1900239	5/31/2019			On invoice
TR0021130	BILKOM D.O.O.	0008516	68310041	FRIZ.INV.A 3 D. D.19.05 X GX16...	0051156	VCE1900239	5/31/2019			On invoice
TR0021132	BILKOM D.O.O.	0008516	69220017	ASTA DI CONSUMO BARRA SF. ...	0051156	VCE1900239	5/31/2019			On invoice
TR0021133	BILKOM D.O.O.	0008516	F1073346	SUPPORTO POSTER. COFANO L...	0051156	VCE1900239	5/31/2019			On invoice

Note

**COMMISSION**

Contracting: 0002951 Invoice: Invoice amount: 0.00

Item number: Invoice date: 4/30/2019 Invoice settled amount: 0.00

Amount: 6.715.03 Settled amount: 6.715.03 Percent: 100.00

From the highlighted button you can add a manual line

**Commission transaction**

Transaction Settlement Financial dimension

+ Add line Remove Copy commission transaction Cancel commission transaction Commission transaction recalculation

The functionality can be used for:

- corrections
- advances
- fixed monthly
- etc

From the buttons highlighted in the figure below, it is possible to modify an already calculated commission, through the functions:

**Commission transaction**

Transaction Settlement Financial dimension

+ Add line Remove Copy commission transaction Cancel commission transaction Commission transaction recalculation

By positioning on a certain line and clicking on **Copy commission transaction**, it will be possible to copy the line on which you are positioned, even by inverting the sign, in order to create a commission that, by sum, will modify the previous one. The lines created for Copy, being of the Manual type, will have some editable information for greater flexibility in the commission management..

## User Guide – Advanced Commissions Management – ALTERNA MODEL

This function can also be used to create commissions with monthly / annual Fixed, modifying the copied information, or deleting the article, inserting a description in place of the invoice number, modifying the customer (usually the customer's personal data of the agent and insert this reference), inserting the end of month or year end date based on when the agent will have to receive the commission (it will be possible to create n lines for each month). Since a commission basis must still be present, it is recommended to enter 0.01 and the correct correspondence of the commission in the amount. For this case, it will be necessary to maintain a type of settlement "on invoice".

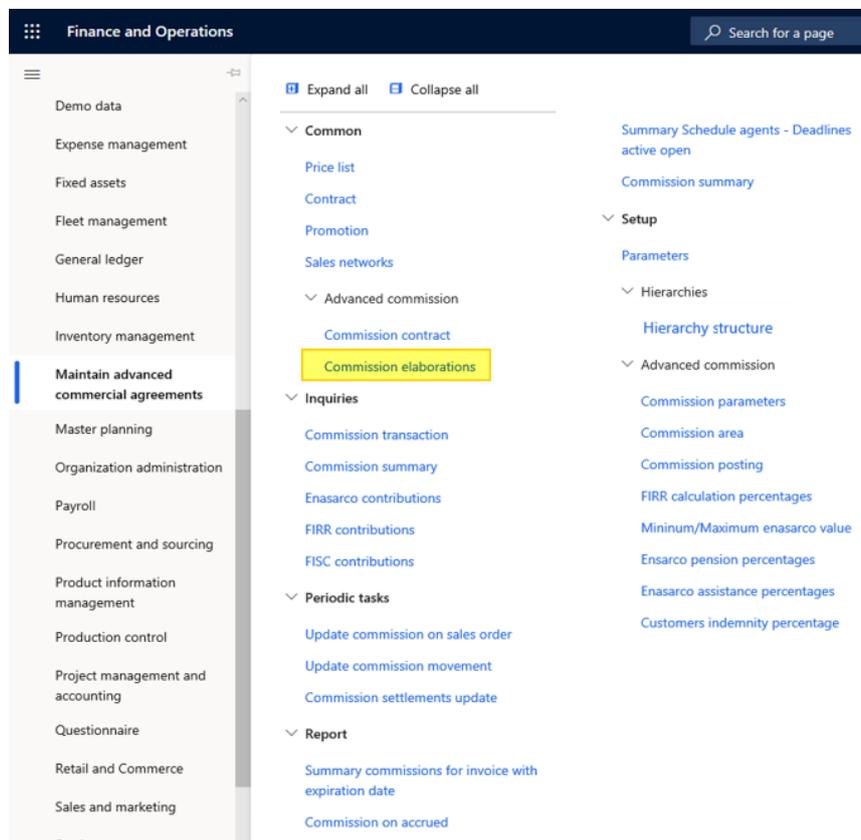
The **Cancel transactions transaction** function will make the selected line ineffective for subsequent processing (cost, pre-invoice), without however losing its reference.

The **Commission transaction recalculation** function will allow you to change the commission value on the unrecorded commission line on which you are positioned.

## 6 COMMISSION COST CALCULATION

For the calculation of the commission cost it is essential to follow the path:

**Maintain advanced commercial agreements → Common → Advanced commissions → commissions elaborations**



## User Guide – Advanced Commissions Management – ALTERNA MODEL

In the first mask all the details of the elaborations performed are collected.

Commission el.	Contracting	Description	Execution datetime	Date filtering on activities	Commission co.	Commission se.	Ensarco and co.	Ensarco integr...	FIRR cost regist...	Indemnity regis...	Canceled
EL00000226	0004355	AGEITA	1/15/2020 03:05:20 PM	..31/12/2019"			✓				
EL00000226	0005248	AGEITA	1/15/2020 03:05:42 PM	..31/12/2019"			✓				
EL00000226	0006151	AGEITA	1/15/2020 03:06:37 PM	..31/12/2019"			✓				
EL00000226	0007247	AGEITA	1/15/2020 03:07:09 PM	..31/12/2019"			✓				
EL00000226	0007694	AGEITA	1/15/2020 03:08:07 PM	..31/12/2019"			✓				
EL00000226	0007974	AGEITA	1/15/2020 03:08:48 PM	..31/12/2019"			✓				
EL00000226	0008088	AGEITA	1/15/2020 03:10:51 PM	..31/12/2019"			✓				
EL00000226	0008159	AGEITA	1/15/2020 03:12:08 PM	..31/12/2019"			✓				
EL00000226	0008346	AGEITA	1/15/2020 03:13:04 PM	..31/12/2019"			✓				
EL00000226	0008425	AGEITA	1/15/2020 03:14:08 PM	..31/12/2019"			✓				
EL00000226	0008516	AGECEE	1/15/2020 03:14:58 PM	..31/12/2019"			✓				
EL00000226	0008695	AGEEXC	1/15/2020 03:14:59 PM	..31/12/2019"			✓				
EL00000226	0008724	AGEITA	1/15/2020 03:16:01 PM	..31/12/2019"			✓				
EL00000226	0008837	AGEITA	1/15/2020 03:16:34 PM	..31/12/2019"			✓				
EL00000226	0008962	AGEITA	1/15/2020 03:17:07 PM	..31/12/2019"			✓				
EL00000231		REGISTRAZIONE COSTO PROV...	1/17/2020 12:02:18 PM	"01/10/2019";..31/12/2019"							
EL00000234	0008073	AGEITA	1/17/2020 12:16:28 PM	..31/12/2019"			✓				
EL00000236	0008073	AGEITA	1/27/2020 06:15:50 PM	..31/12/2019"			✓				
EL00000241		REGISTRAZIONE COSTO PROV...	4/6/2020 12:11:52 PM	"1/1/2020";..6/30/2020"			✓				

Click on **Changes>Commission cost posting** to create the journal, which contains the details of the costs that are linked to the commissions.

**Changes** Details Posting journals Options

**Posting**

- Commission cost posting
- Commission settlements update
- Commission invoice posting

Ensarco integration FIRR cost registration Close commission totally payed

**Cancellation**

- Delete journals
- Delete elaboration

### Commission cost posting

#### Parameters

From date: 1/1/2020 To date: 6/30/2020

#### Records to include

Filter

#### COMMISSION TRANSACTION

Post status

Open

Settlement type

On settlement

Contracting

Currency

Item number

Run in the background

Enter in the **From / To date** fields the cut-off dates of the time interval for which you want to calculate the commission cost. The Open "Registration Status" filter refers to the field in Commissions Detail, in order not to process commissions already calculated previously.

## User Guide – Advanced Commissions Management – ALTERNA MODEL

From the **Record to included** section, additional filters can be inserted, such as the "Contracting" or the "Settlement type".

By clicking on OK you will create a journal visible from the Journal selection. According to the type of processing selected, the buttons relating to the various journal entries will be activated. Selecting, therefore, the processing of the commission cost will activate the **Commission cost journal** button.

Commission el.	Contracting	Description	Execution datetime	Date filtering on activities	Commission co.	Commission se.	Ensarco and co.	Ensarco integr...	FIRR cost regist...	Indemnity regis...	Canceled
EL00000226	0004355	AGEITA	1/15/2020 03:05:20 PM	..:31/12/2019"							
EL00000226	0005248	AGEITA	1/15/2020 03:05:42 PM	..:31/12/2019"							
EL00000226	0006151	AGEITA	1/15/2020 03:06:37 PM	..:31/12/2019"							
EL00000226	0007247	AGEITA	1/15/2020 03:07:09 PM	..:31/12/2019"							
EL00000226	0007694	AGEITA	1/15/2020 03:08:07 PM	..:31/12/2019"							
EL00000226	0007974	AGEITA	1/15/2020 03:08:48 PM	..:31/12/2019"							
EL00000226	0008088	AGEITA	1/15/2020 03:10:51 PM	..:31/12/2019"							
EL00000226	0008159	AGEITA	1/15/2020 03:12:08 PM	..:31/12/2019"							
EL00000226	0008346	AGEITA	1/15/2020 03:13:04 PM	..:31/12/2019"							
EL00000226	0008425	AGEITA	1/15/2020 03:14:08 PM	..:31/12/2019"							
EL00000226	0008516	AGECEE	1/15/2020 03:14:58 PM	..:31/12/2019"							
EL00000226	0008695	AGEEXC	1/15/2020 03:14:59 PM	..:31/12/2019"							
EL00000226	0008724	AGEITA	1/15/2020 03:16:01 PM	..:31/12/2019"							
EL00000226	0008837	AGEITA	1/15/2020 03:16:34 PM	..:31/12/2019"							
EL00000226	0008962	AGEITA	1/15/2020 03:17:07 PM	..:31/12/2019"							
EL00000231		REGISTRAZIONE COSTO PROV...	1/17/2020 12:02:18 PM	"01/10/2019".."31/12/2019"							
EL00000234	0008073	AGEITA	1/17/2020 12:16:28 PM	..:31/12/2019"							
EL00000236	0008073	AGEITA	1/27/2020 06:15:50 PM	..:31/12/2019"							
EL00000241		REGISTRAZIONE COSTO PROV...	4/6/2020 12:11:52 PM	"1/1/2020".."6/30/2020"							

By clicking the button, you will enter the pre-filled journal and Lines

Journal b.	Name	Year	Voucher to be recovered	Description	Journal type	Posted	Posted on	Log	In use by
NBG0060440	CPROV	0		REGISTRAZIONE COSTO PROVVICI	Daily				

the calculated costs will be displayed, divided by Agent and financial dimensions.

Date	Voucher	Company	Account type	Account	Description	Debit	Credit	Offset company	Offset account type	Offset account
6/30/2020	PR19000322	emk	Ledger	084314003-IT-ACC-A--A9-21-	0008724 - CCR DI CAF	192.89		emk	Ledger	136704005-IT-6619--A--A9-21-
6/30/2020	PR19000323	emk	Ledger	084314003-IT-RICA-----23600-	0002951 - ALBERTO B...	131.05		emk	Ledger	136704005-IT-6619-----31307--
6/30/2020	PR19000324	emk	Ledger	136704005-IT-6619-----31307--	0002951 - ALBERTO B...	15.597.61		emk	Ledger	084314003-IT-RICA-----23600--
6/30/2020	PR19000325	emk	Ledger	136704005-IT-6619-----31307--	0003491 - ANTONIO C...	3.705.00		emk	Ledger	084314003-IT-RICA-----23600--
6/30/2020	PR19000326	emk	Ledger	084314003-IT-RICA-----23600-	0003491 - ANTONIO C...	2.67		emk	Ledger	136704005-IT-6619-----31307--
6/30/2020	PR19000327	emk	Ledger	136704005-IT-6619-----31307--	0006151 - LUCA BAN...	4.078.54		emk	Ledger	084314003-IT-RICA-----23600--
6/30/2020	PR19000328	emk	Ledger	084314003-IT-RICA-----23600-	0007247 - BRESCIA S...	7.99		emk	Ledger	136704005-IT-6619-----31307--
6/30/2020	PR19000329	emk	Ledger	136704005-IT-6619-----31307--	0007694 - GIANFRAN...	8.767.65		emk	Ledger	084314003-IT-RICA-----23600--
6/30/2020	PR19000330	emk	Ledger	136704005-IT-6619-----31307--	0007974 - FAI PESCAR...	3.040.81		emk	Ledger	084314003-IT-RICA-----23600--
6/30/2020	PR19000331	emk	Ledger	136704005-IT-6619-----31307--	0008088 - FRANCO FE...	22.006.66		emk	Ledger	084314003-IT-RICA-----23600--
6/30/2020	PR19000332	emk	Ledger	136704005-IT-6619-----31307--	0008346 - GIANLUCA...	11.239.98		emk	Ledger	084314003-IT-RICA-----23600--
6/30/2020	PR19000333	emk	Ledger	136704005-IT-6619-----31307--	0008425 - LORENZO P...	8.986.83		emk	Ledger	084314003-IT-RICA-----23600--
6/30/2020	PR19000334	emk	Ledger	136704005-IT-6619-----31307--	0008724 - CCR DI CAR...	7.707.36		emk	Ledger	084314003-IT-RICA-----23600--

If the data are correct, the journal can be posted.

## User Guide – Advanced Commissions Management – ALTERNA MODEL

The accounts that are used to register are those indicated in Commissions Registration: **Maintain Advanced Commercial Agreements → Common → Advanced Commissions → Commissions posting**

Different accounts can be defined for both cost and debt and these combinations can be defined for the fields present.

**Posting**

Sales order

Select

Commission cost

Commission debit

Item code	Item relation	Category relation	Account code (account, gr...	Account relation	Sales tax group	Main account
All			Group	CLICEE		136704010--6640-000-.....
All			Group	CLIEECE		136704010--6640-000-.....
All			Group	CLITA		136704005--6619-.....-31307--

**Posting**

Sales order

Select

Commission cost

Commission debit

Item code	Item relation	Category relation	Account code (account, gr...	Account relation	Sales tax group	Main account
All			Group	CLICEE		136704010--6640-000-.....
All			Group	CLIEECE		136704010--6640-000-.....
All			Group	CLITA		136704005--6619-.....-31307--

Even by positioning in the processing line and clicking on the **Details** button, then **Commissions transactions** it will be possible to view the invoiced order lines that are included in the calculated commission cost (already filtered by journal batch number). Lines included in the journal and not registered will take the Posted Status "Open" to "Proposal" and it will be possible to filter them by Journal Batch Number of registration. Once the journal has been registered, however, the Registration State will change to "Posted".

Dynamics 365 **Finance and Operations** Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Edit + New Delete Changes **Details** Posting journals Options

Commission Agent

Commission transaction Vendors FIRR contributions

Commission summary Enasarco contributions FISC contributions

Commission cost journal not yet accounted for:

**Commission transaction**

Transaction Settlement Financial dimension

+ Add line Remove Copy commission transaction Cancel commission transaction Commission transaction recalculation

Filter Show all

Protest	Settlement type	Statistic group	Transaction status	Currency	Calculation basis	Amount in tran...	Amount	Insert type	Post status	Journal batch n...	Commission calculation type
	On invoice		Closed	EUR	156,845.81	6,698.84	6,698.84	Manual	Open		Percentage
	On invoice		Open	EUR	134,299.77	6,715.03	6,715.03	Manual	Open		Percentage
	On invoice		Closed	EUR	90,329.77	3,410.67	3,410.67	Manual	Open		Percentage
	On invoice		Closed	EUR	88,575.60	3,717.50	3,717.50	Manual	Posted	NBG0018531	Percentage
	On invoice		Closed	EUR	2,819.35	153.84	153.84	Manual	Open		Percentage
	On invoice		Closed	EUR	74,858.34	3,249.60	3,249.60	Manual	Open		Percentage
	On invoice		Closed	EUR	28,920.25	1,229.59	1,229.59	Manual	Open		Percentage
	On invoice		Closed	EUR	214,450.37	9,040.26	9,040.26	Manual	Open		Percentage
	On invoice		Closed	EUR	139,938.70	5,995.72	5,995.72	Manual	Open		Percentage
	On invoice		Closed	EUR	168,422.64	7,480.36	7,480.36	Manual	Posted	NBG0020595	Percentage
	On invoice		Closed	EUR	153,522.75	6,908.34	6,908.34	Manual	Open		Percentage

Note

**COMMISSION**

Contracting 0002951 Invoice Invoice amount 0.00

Item number Invoice date 4/30/2019 Invoice settled amount 0.00

Amount 6,715.03 Settled amount 6,715.03 Percent 100.00

Commission cost registration journal already accounted for:

## User Guide – Advanced Commissions Management – ALTERNA MODEL

**Commission transaction**

Transaction Settlement Financial dimension

+ Add line Remove Copy commission transaction Cancel commission transaction Commission transaction recalculation

Filter Show all

Protest	Settlement type	Statistic group	Transaction status	Currency	Calculation basis	Amount in tran...	Amount	Insert type	Post status	Journal batch n...	Commission calculation type
	On invoice		Closed	EUR	156.845.81	6.698.84	6.698.84	Manual	Open		Percentage
	On invoice		Open	EUR	134.299.77	6.715.03	6.715.03	Manual	Open		Percentage
	On invoice		Closed	EUR	90.329.77	3.410.67	3.410.67	Manual	Open		Percentage
	On invoice		Closed	EUR	88.575.60	3.717.50	3.717.50	Manual	Posted	NBG0018531	Percentage
	On invoice		Closed	EUR	2.819.35	153.84	153.84	Manual	Open		Percentage
	On invoice		Closed	EUR	74.858.34	3.249.60	3.249.60	Manual	Open		Percentage
	On invoice		Closed	EUR	28.920.25	1.229.59	1.229.59	Manual	Open		Percentage
	On invoice		Closed	EUR	214.450.37	9.040.26	9.040.26	Manual	Open		Percentage
	On invoice		Closed	EUR	139.938.70	5.995.72	5.995.72	Manual	Open		Percentage
	On invoice		Closed	EUR	168.422.64	7.480.36	7.480.36	Manual	Posted	NBG0020595	Percentage
	On invoice		Closed	EUR	153.522.75	6.908.34	6.908.34	Manual	Open		Percentage

Note

COMMISSION			
Contracting	Invoice	Invoice amount	
0004355		0.00	
Item number	Invoice date	Invoice settled amount	
	4/30/2019	0.00	
Amount	Settled amount	Percent	
3.717.50	3.717.50	100.00	

The lines in the status of Proposal or Posted registration will not be taken up by another commission of cost commission in case of double processing.

## 7 AGENT AND ENASARCO PRE INVOICE

To proceed with the creation of the agent invoice, two pre-requisites are indispensable:

- 1) The commission amounts must already be included in a commission cost journal (the lines in **Inquiries → Commission Transaction** must be in the Post Status: Proposal or Posted).
- 2) If in the mandate it has been set that the settlement of the agent is on the partial or total settlement, it is necessary to launch an update so that the total or partial collections are linked to the customer invoices that have resulted in commission.

### 7.1 Settlements Calculation

The liquidity calculation, which must be launched if the agent will be liquidated on the basis of the total or partial collection of customer invoices, is present in: **Maintain advanced commercial agreements → Common → Advanced commission → Commission elaborations → Changes → Commissions settlements update**

Dynamics 365 Finance and Operations Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Edit + New Delete Changes Details Posting journals Options

Posting		Cancellation
Commission cost posting	Enasarco integration	Indemnity registration
Commission settlements update	FIRR cost registration	Close commission totally paid
Commission invoice posting		Delete journals
		Delete elaboration

### Commission settlements update

#### Parameters

##### PROCESSING

Start date  
1/1/2020

End date  
3/31/2020

Create settlement  
 Yes

##### Delete settlement

Yes

##### Elaboration description

4/15/2020 - user

##### INVOICE

Invoice  
▼

Invoice date  
📅

#### Run in the background

When updating commission payments, it is essential to enter the following launch parameters:

- **Start date:** date from which to consider the invoice closing accounting operations
- **End date:** date by which to consider the invoice closing accounting operations
- **Elaboration description:** description that distinguishes the processing
- **Delete settlement:** these parameters allow you to delete and recreate all the liquidation records not yet processed in an agent invoice and create the new liquidable commission records.
- **Invoice and Invoice date:** parameters to filter a single invoice or a single day

With this update, for the invoice lines included in the update launch filters, an additional tab will be compiled in **Inquiries** → **commission transaction**, or **Settlement**. Only the lines that will have this tab filled in and the status “pre invoice” will be included in the agent pre-invoice.

#### Commission transaction

Transaction **Settlement** Financial dimension

+ Add line Remove Activate/Suspend settlement transaction Voucher

✓	Voucher	Protest	Date	Amount in tran...	Curr...	Amount	Payment	Commission settlement status	Settlement date	Suspend	Pre invoice jour...	Commission co...	Post status
	VCE1900086		5/20/2019	185.00	EUR	185.00		Pre invoice	5/20/2019	<input type="checkbox"/>	NBG0052125	NBG0052125	Proposal

---

Note

**COMMISSION**

Contracting  
0008516

Item number  
68569004E5

Amount  
185.00

Invoice  
VCE1900086

Invoice date  
5/20/2019

Settled amount  
185.00

Invoice amount  
4.414.24

Invoice settled amount  
4.414.24

Percent  
100.00

## User Guide – Advanced Commissions Management – ALTERNA MODEL

Commission contract  
**ABZARSARA CO. : AGE-CLI-RFA-GAMMA**

**General**

<b>IDENTIFICATION</b> Commission contract ABZARSARA CO. Description ABZARSARA CO.	<b>HIERARCHY</b> Hierarchy structure AGE-CLI-RFA-GAMMA <b>OTHER</b> Contracting 0009011	Commission area <input type="text"/>	Commission base Total commission base	Priority <input type="text"/>	Settlement type On invoice <b>On invoice</b> On settlement On total settlement
		Statistic group <input type="text"/>	Commission base amount Commission base amount 1		

About this feature it's necessary to consider the parameter set on **Commission settlements update** in the initial phase on **Parameters**:

### Advanced commission

#### COMMISSION CONTRACTS READING

Sales journal  
 Yes

Sales order  
 Yes

#### Sales confirmation

No

Sales invoice  
 No

#### PROJECTS

Stage

#### ENASARCO

Recovery integration  
 Yes

#### PERFORMANCE SETTINGS

Use of cache  
 Yes

#### Search only agent on line

Yes

Search only commission area on line  
 No

#### COMMISSION SETTLEMENTS UPDATE

Settlement date for post dated checks

- If the "Commission settlements update" field has been set to current date (**Transaction date**)

**Commission settlements update**

**Parameters**

**PROCESSING**  
 Start date: 4/1/2020  
**End date: 4/23/2020**  
 Create settlement:  Yes

**DELETE SETTLEMENT**  
 No  
 Elaboration description: 5/11/2020 - user

**INVOICE**  
 Invoice:   
 Invoice date:

**Run in the background**

**Recurrence Alerts**  
 Batch processing:  No  
 Alerts:  No

**Task description**  
 Commission settlements update  
 Batch group:   
 Private:  No  
 Critical Job:  No  
 Monitoring category:

Start date: 5/11/2020 (09:49:27 am) (GMT+01:00) Amsterdam, Berlin, Bern, Rome, Stockholm, Vienna

OK Cancel

Commission update to today's date does **not** create the commission settlement record

- If instead, "Commission settlements update" has been set on the check due date (**Maturity date**)

Updating the check to the maturity date creates the settlement record, which then allows the pro forma invoice to be generated,

## User Guide – Advanced Commissions Management – ALTERNA MODEL

**Commission settlements update**

**Parameters**

**PROCESSING**

Start date: 4/1/2020

End date: 5/31/2020

Create settlement:  Yes

Delete settlement:  No

Elaboration description: 5/11/2020 - user

**INVOICE**

Invoice:

Invoice date:

**Run in the background**

Recurrence Alerts:  Yes  No

Batch processing:  Yes  No

Task description: Commission settlements update

Batch group:

Private:  Yes  No

Critical Job:  Yes  No

Monitoring category:

Start date: 5/11/2020 (09:49:27 am) (GMT+01:00) Amsterdam, Berlin, Bern, Rome, Stockholm, Vienna

OK Cancel

Commission el...	Contracting	Description	Execution datetime	Date filtering on activities	Commission co...	Commission
EL00000226	0008724	AGEITA	1/15/2020 03:16:01 PM	..31/12/2019"		
EL00000226	0008837	AGEITA	1/15/2020 03:16:34 PM	..31/12/2019"		
EL00000226	0008962	AGEITA	1/15/2020 03:17:07 PM	..31/12/2019"		
EL00000231		REGISTRAZIONE COSTO PROV...	1/17/2020 12:02:18 PM	"01/10/2019".."31/12/2019"		
EL00000234	0008073	AGEITA	1/17/2020 12:16:28 PM	..31/12/2019"		
EL00000236	0008073	AGEITA	1/27/2020 06:15:50 PM	..31/12/2019"		
EL00000242	0008073	AGEITA	3/5/2020 03:21:56 PM	..31/03/2020"		
EL00000256		REGISTRAZIONE COSTO PROV...	4/22/2020 01:07:53 PM	"01/01/2020".."31/03/2020"		✓
EL00000257	0002951	AGEITA	4/22/2020 01:22:07 PM	..31/03/2020"		
EL00000257	0003491	AGEITA	4/22/2020 01:22:46 PM	..31/03/2020"		
EL00000257	0004355	AGEITA	4/22/2020 01:23:28 PM	..31/03/2020"		
EL00000257	0005248	AGEITA	4/22/2020 01:23:59 PM	..31/03/2020"		
EL00000257	0006151	AGEITA	4/22/2020 01:24:56 PM	..31/03/2020"		
EL00000257	0007247	AGEITA	4/22/2020 01:25:17 PM	..31/03/2020"		
EL00000257	0007694	AGEITA	4/22/2020 01:26:30 PM	..31/03/2020"		
EL00000257	0007974	AGEITA	4/22/2020 01:27:01 PM	..31/03/2020"		
EL00000257	0008073	AGEITA	4/22/2020 01:28:01 PM	..31/03/2020"		
EL00000257	0008088	AGEITA	4/22/2020 01:29:31 PM	..31/03/2020"		

Settlement date in this case is equal to the **maturity date** of the check, as shown in the following image

**Commission transaction**

Transaction: Settlement Financial dimension

+ Add line Remove Activate/Suspend settlement transaction Voucher

✓ Voucher	Protest	Date	Amount in tran...	Curr...	Amount	Payment	Commission settlement status	Settlement date	Suspend	Pre Invoice Jour...	Commission co...	Post status	Commis
VIT2002577		05/11/2020	102.00	EUR	6,715.03		On settlement	31/05/2020	<input type="checkbox"/>	NBG0052125	NBG0052125	Open	

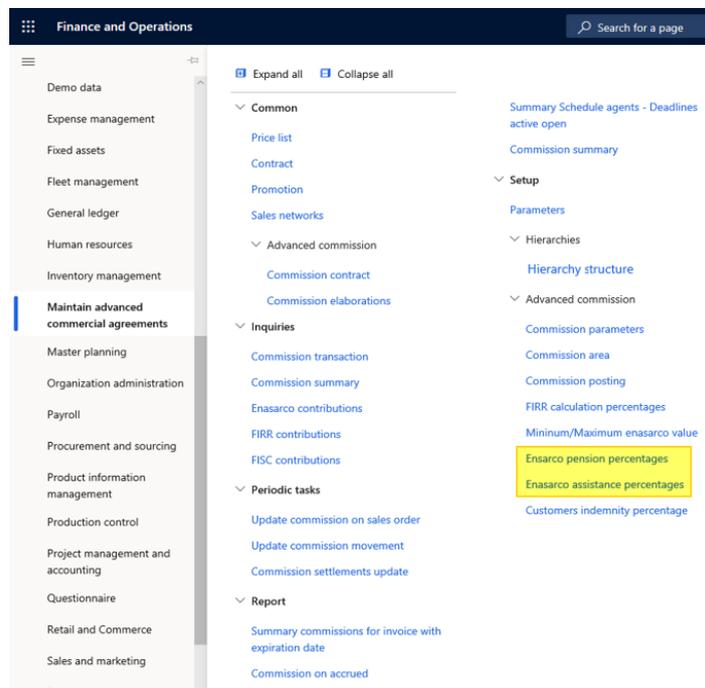
## 7.2 Commission invoices and Enasarco Registration

The creation of the agent pre-invoice and its accounting also provides for the registration of the enasarco cost for the share charged to the agent and the company, and for the integration part, if the minimum is not reached.

### 7.2.1 Setup Enasarco

#### 7.2.1.1 Percentage definitions and accounting mapping

Maintain advanced commercial agreements → Setup → Advanced commission → Enasarco pension percentages



## User Guide – Advanced Commissions Management – ALTERNA MODEL

In the **Enasarco Pension Percentages** form, you can insert the following information, to be updated every year:

Agent type	Contribution ↑	Start date	End date	Percent	Enasarco taxwithhold code
Person	Agent	1/1/2019	12/31/2019	8.25	EN_AGE
Person	Agent	1/1/2020	12/31/2020	8.50	EN_AGE
Partnership	Agent	1/1/2019	12/31/2019	8.25	EN_AGE
Partnership	Agent	1/1/2020	12/31/2020	8.50	EN_AGE
Person	Company	1/1/2019	12/31/2019	8.25	EN_SOC
Person	Company	1/1/2020	12/31/2020	8.50	EN_SOC
Partnership	Company	1/1/2019	12/31/2019	8.25	EN_SOC
Partnership	Company	1/1/2020	12/31/2020	8.50	EN_SOC

- Agent type (insert the agent type with which the company is establishing a relationship):
  - Person
  - Partnership
  - Member of partnerships
  - Corporation
- Contribution (Indicate who the percentage refers to):
  - Agent, for the calculation of the Enasarco paid by the agent
  - Company, for the calculation of the Enasarco paid by the company
- Start date (start date of percentage calculation) and End date of validity (end date of calculation of percentage);
- Percent: the percentage must correspond to the one due to the agent or company based on the Agent type and Contribution field
- Enasarco taxwithhold code: fictitious withholding taxes linked to the agent for the automatic calculation of Enasarco

In the **Posting** tab, for each line, the accounting accounts relating to Enasarco must be set.

## User Guide – Advanced Commissions Management – ALTERNA MODEL

For the share paid by the agent, only the Enasarco debit account will have to be inserted, as the agent's debt will be taken automatically.

Dynamics 365 Finance and Operations

Maintain advanced commercial agreements > Setup > Advanced commission > Enasarco pension percentages

Edit + New Delete Options

### Enasarco pension percentages

Overview General **Posting**

DEBIT	CREDIT
Type of account	Debit posting account type
Customer/Vendor	Ledger account
Cost	Debit posting
	085402020

For the share paid by the company and the integration of the minimum, the account relating to the Enasarco cost must also be set.

Dynamics 365 Finance and Operations

Maintain advanced commercial agreements > Setup > Advanced commission > Enasarco pension percentages

Edit + New Delete Options

### Enasarco pension percentages

Overview General **Posting**

DEBIT	CREDIT
Type of account	Debit posting account type
Customer/Vendor	Ledger account
Cost	Debit posting
730000040	085402020

Finally, in the **Enasarco Assistance Percentages** form it will be possible to enter the following information, to be updated also from year to year:

Dynamics 365 Finance and Operations Maintain advanced commercial agreements > Setup > Advanced commission > Enasarco assistance percentages

Edit + New Delete Options

### Enasarco assistance percentages

Overview General Posting

Filter

✓ Contribution ↑	From date	To date	Minimum value	Maximum value	Percent	Enasarco taxwithhold code
Agent	1/1/2016		1.00	13,000.00	1.00	EN_AGE
Agent	1/1/2016		13,001.00	20,000.00	0.50	EN_AGE
Agent	1/1/2016		20,001.00	26,000.00	0.25	EN_AGE
Agent	1/1/2016		26,001.00	999,999,999.00	0.20	EN_AGE
Company	1/1/2016		1.00	13,000.00	3.00	EN_SOC
Company	1/1/2016		20,001.00	26,000.00	0.75	EN_SOC
Company	1/1/2016		26,001.00	999,999,999.00	0.30	EN_SOC
Company	10/1/2016		13,001.00	20,000.00	1.50	EN_SOC

In the **Posting** tab, for each line, the accounting accounts relating to Enasarco must be set.

For the share paid by the agent, only the Enasarco debit account will have to be entered, as the agent's debt will be taken automatically.

### Enasarco assistance percentages

Overview General **Posting**

**DEBIT** **CREDIT**

Type of account: Customer/Vendor

Debit posting account type: Ledger account

Cost: **Debit posting 085402020**

For the share paid by the company and the integration of the minimum, the account relating to the Enasarco cost must also be set

### Enasarco assistance percentages

Overview General **Posting**

**DEBIT** **CREDIT**

Type of account: Customer/Vendor

Debit posting account type: Ledger account

Cost: **730000040**

Debit posting: 085402020

7.2.1.2 Maximal and minimal definitions

Maintain advanced commercial agreements → Setup → Advanced commissions → Minimal / Maximal Enasarco

Dynamics 365 Finance and Operations						
Maintain advanced commercial agreements > Setup > Advanced commission > Minimum/Maximum enasarco value						
Edit + New Delete Options						
Minimum/Maximum enasarco value						
Overview General Integration						
✓	Minimum/Maximum en...	↑ Contract type	From date	To date	Amount in tran...	Enasarco period
	Minimum	Single emissary	1/1/2019		856.00	Yearly
	Minimum	Single emissary	1/1/2019		214.00	Quarter
	Minimum	Multi emissary	1/1/2018		428.00	Yearly
	Minimum	Multi emissary	1/1/2018		107.00	Quarter
	Maximum	Single emissary	1/1/2019		38,331.00	Yearly
	Maximum	Single emissary	1/1/2019		38,331.00	Quarter
	Maximum	Multi emissary	1/1/2018		25,554.00	Yearly
	Maximum	Multi emissary	1/1/2018		25,554.00	Quarter

In this view, based on the contract type of the agent and the time period, the Enasarco minimum and maximum can be set. Remember that the minimum and maximum values change every year. Use date ranges to manage changing lows and highs.

### Contributo minimo annuo (minimale)

I versamenti previdenziali prevedono una soglia minima e un tetto massimo annui, chiamati rispettivamente minimale contributivo e massimale provvigionale.

Il contributo minimo annuo viene rivalutato periodicamente tenendo conto dell'indice generale Istat dei prezzi al consumo per le famiglie di operai e impiegati (Foi).

minimali	plurimandatari	monomandatari
Dal 01/01/2020	431,00 €	861,00 €
Fino al 31/12/2019	428,00 €	856,00 €
Fino al 31/12/2018	423,00 €	846,00 €
Fino al 31/12/2017	418,00 €	836,00 €
Fino al 31/12/2016	418,00 €	836,00 €
Fino al 31/12/2015	418,00 €	836,00 €
Fino al 31/12/2014	417,00 €	834,00 €
Fino al 31/12/2013	412,00 €	824,00 €
Fino al 31/12/2012	400,00 €	800,00 €
Fino al 31/12/2011	396,00 €	789,00 €
Fino al 31/12/2009	381,00 €	759,00 €
Fino al 31/12/2007	364,00 €	727,00 €

Font: [http://www.enasarco.it/Guida/contributo\\_minimo\\_annuo\\_minimale](http://www.enasarco.it/Guida/contributo_minimo_annuo_minimale)

## Contributo massimo annuo (massimale)

I versamenti previdenziali prevedono una soglia minima e un tetto massimo annui, chiamati rispettivamente minimale contributivo e massimale provvigionale. Il massimale è annuo e non è frazionabile in trimestri; una volta raggiunto, non è più possibile fare versamenti previdenziali in favore dell'agente.

I massimali annui sono stabiliti come segue:

massimali	plurimandatari	monomandatari
Dal 01/01/2020	25.682,00 €	38.523,00 €
Fino al 31/12/2019	25.554,00 €	38.331,00 €
Fino al 31/12/2018	25.275,00 €	37.913,00 €
Fino al 31/12/2017	25.000,00 €	37.500,00 €
Fino al 31/12/2016	25.000,00 €	37.500,00 €
Fino al 31/12/2015	25.000,00 €	37.500,00 €
Fino al 31/12/2014	23.000,00 €	35.000,00 €
Fino al 31/12/2013	22.000,00 €	32.500,00 €
Fino al 31/12/2012	20.000,00 €	30.000,00 €
Fino al 31/12/2011	15.810,00 €	27.667,00 €
Fino al 31/12/2009	15.202,00 €	26.603,00 €
Fino al 31/12/2007	14.561,00 €	25.481,00 €

Font: [http://www.ensarco.it/Guida/contributo\\_massimo\\_annuo\\_massimale](http://www.ensarco.it/Guida/contributo_massimo_annuo_massimale)

### 7.2.1.3 Agent master data management subject to ensarco

To allow automation of the ensarco calculation procedure, it is necessary to intervene on the agent's master data by checking the "Enсарco subject" field and entering the start date of the commission contract

All vendors

0000001 : AFROGRAFICA SRL

---

Financial dimensions

---

Advanced commission

[Contract history](#)
[Company composition percentages](#)

**COMMISSION SUBJECT**
 Yes

**ADVANCED COMMISSION**

Enasarco subject Yes

Customers indemnity subject No

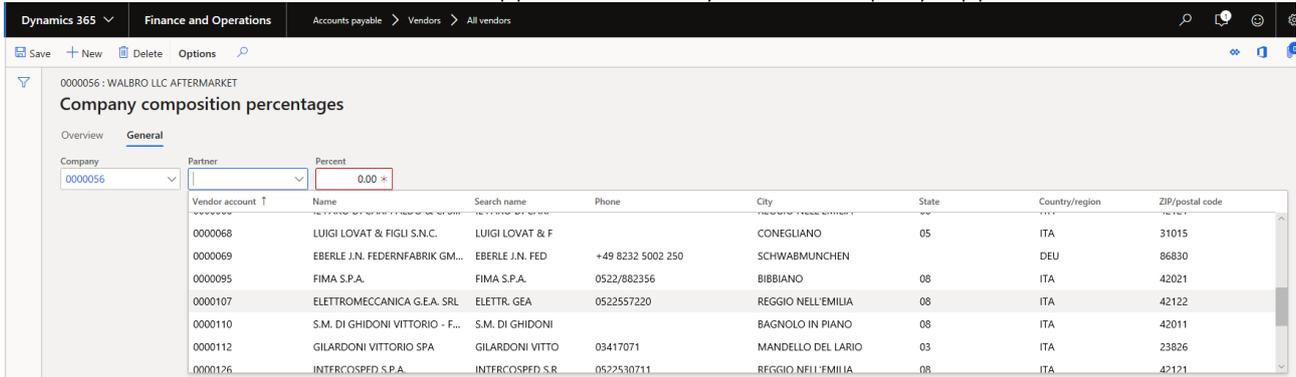
### 7.2.1.4 Member management

The percentages for agents who are part of a "partnership" can be defined on the vendor master data, , by clicking on **Company composition percentages**

## User Guide – Advanced Commissions Management – ALTERNA MODEL

Lines can be added up to 100%

The various members must be coded as suppliers even if they are not company suppliers



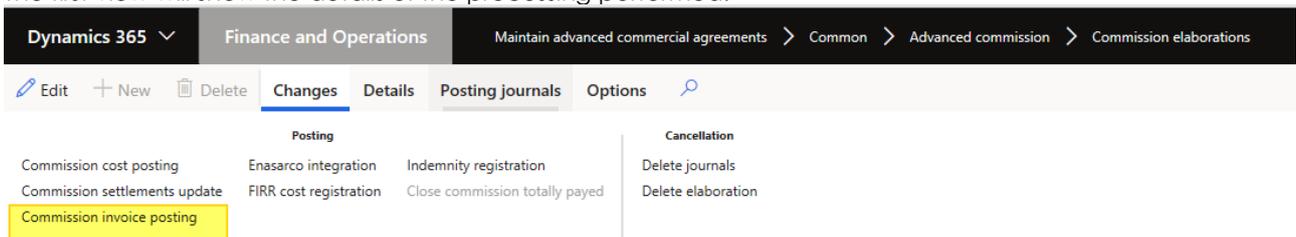
Vendor account	Name	Search name	Phone	City	State	Country/region	ZIP/postal code
0000068	LUIGI LOVAT & FIGLI S.N.C.	LUIGI LOVAT & F		CONEGLIANO	05	ITA	31015
0000069	EBERLE J.N. FEDERINFABRIK GM...	EBERLE J.N. FED	+49 8232 5002 250	SCHWABMUNCHEN		DEU	86830
0000095	FIMA S.P.A.	FIMA S.P.A.	0522/862356	BIBBIANO	08	ITA	42021
0000107	ELETROMECCANICA G.E.A. SRL	ELETTR. GEA	0522557220	REGGIO NELL'EMILIA	08	ITA	42122
0000110	S.M. DI GHIDONI VITTORIO - F...	S.M. DI GHIDONI		BAGNOLO IN PIANO	08	ITA	42011
0000112	GILARDONI VITTORIO SPA	GILARDONI VITTO	03417071	MANDELLO DEL LARIO	03	ITA	23826
0000126	INTERCOSPED S.P.A.	INTERCOSPED S.R	0522530711	REGGIO NELL'EMILIA	08	ITA	42121

### 7.2.2 Generation of Pre-invoice agent and Enasarco accounting

After the launch of the “Commission Settlement update”, to create the agent pre-invoice it is essential to follow the path:

**Maintain advanced commercial agreements → Common → Advanced commission → Elaboration Commission**

The first view will show the details of the processing performed.



**Dynamics 365** Finance and Operations Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Edit + New Delete **Changes** Details Posting journals Options

**Posting**

- Commission cost posting
- Commission settlements update
- Commission invoice posting**
- Enasarco integration
- FIRR cost registration
- Indemnity registration
- Close commission totally payed

**Cancellation**

- Delete journals
- Delete elaboration

Click on **Commission invoice posting** to proceed with the creation of the invoice journal.

#### Commission invoice posting

##### Parameters

From date: 1/1/2020 Date: 12/31/2020

##### Records to include

Filter

##### VENDORS

Commission subject

Yes

Vendor account

##### COMMISSION PRE INVOICE

Post status

Open

Transaction status

Commission settlement status

To settle

Run in the background

The procedure will generate a processing line for each agent and if there is a Enasarco subject, the fees charged to the company and agent will be calculated.

## User Guide – Advanced Commissions Management – ALTERNA MODEL

Commission elaborations

Filter   Show all

Commission el...	Contracting	Description	Execution datetime	Date filtering on activities.	Commission cost registration	Commission se...	Enasarco and commission invoice registration
EL00000226	0007247	AGEITA	1/15/2020 03:07:09 PM	..*31/12/2019*			✓
EL00000226	0007694	AGEITA	1/15/2020 03:08:07 PM	..*31/12/2019*			✓
EL00000226	0007974	AGEITA	1/15/2020 03:08:48 PM	..*31/12/2019*			✓
EL00000226	0008088	AGEITA	1/15/2020 03:10:51 PM	..*31/12/2019*			✓
EL00000226	0008159	AGEITA	1/15/2020 03:12:08 PM	..*31/12/2019*			✓
EL00000226	0008346	AGEITA	1/15/2020 03:13:04 PM	..*31/12/2019*			✓
EL00000226	0008425	AGEITA	1/15/2020 03:14:08 PM	..*31/12/2019*			✓
EL00000226	0008516	AGECEE	1/15/2020 03:14:58 PM	..*31/12/2019*			✓
EL00000226	0008695	AGEEXC	1/15/2020 03:14:59 PM	..*31/12/2019*			✓
EL00000226	0008724	AGEITA	1/15/2020 03:16:01 PM	..*31/12/2019*			✓
EL00000226	0008837	AGEITA	1/15/2020 03:16:34 PM	..*31/12/2019*			✓
EL00000226	0008962	AGEITA	1/15/2020 03:17:07 PM	..*31/12/2019*			✓
EL00000231		REGISTRAZIONE COSTO PROVV...	1/17/2020 12:02:18 PM	"01/10/2019".."31/12/2019"			✓
EL00000234	0008073	AGEITA	1/17/2020 12:16:28 PM	..*31/12/2019*			✓
EL00000236	0008073	AGEITA	1/27/2020 06:15:50 PM	..*31/12/2019*			✓
EL00000241		REGISTRAZIONE COSTO PROVV...	4/6/2020 12:11:52 PM	"1/1/2020".."6/30/2020"	✓		✓
EL00000247	0008962	AGEITA	4/15/2020 12:20:42 PM	..*12/31/2020*			✓

With this processing you will create a journal visible from the **Posting Journal** section.

Dynamics 365  Finance and Operations

Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Edit + New Delete Changes Details **Posting journals** Options

Journals

- Commission cost journal
- FIRR cot registration journal
- Journals for invoice registration**
- Indemnity registration journal
- Enasarco integration journal

According to the type of processing selected, the buttons relating to the various journal entries will be activated. By selecting, therefore, the processing of the agent pre-invoicing, the activation of the Journal button **Journal for invoice registration** can be verified.

Dynamics 365  Finance and Operations

Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Save + New Delete Lines Open lines in Excel Validate Post Approval Inquiries Print Options

EL00000247 : 0008962

**Invoice journal**

Show All  Show user-created only

List General Setup Customs declaration Blocking Financial dimensions History

Journal b...	Name	Year	Voucher to be recovered	Description	Posted	Posted on	Log	In use by
✓ NBG0060442	AGEITA	0		0008962 - FABIO WALTER PRETTC	<input type="checkbox"/>		<input type="checkbox"/>	

Please wait. We're processing your request.

Clicking on lines of the journal will display the amounts of the agent pre-invoice, divided according to the customers and the dimensions of the invoices involved.

Clicking on the **Inquiries → Total tax withhold** will activate the calculation of the withholding taxes related to the agent and the calculation of the enasarco

## User Guide – Advanced Commissions Management – ALTERNA MODEL

Save Post Post in batch Validate Period journal Functions **Inquiries** Print Options

NBG0060442 : AGEITA

### Vendor invoice journal

List General Invoice Customs declaration Cash discount **Total tax withhold** History Foreign trade

+ New Delete Settle transactions Financial dimensions Sales tax Functions Voucher View marked transactions

✓	Date	Voucher	Account type	Account	Account name	Invoice date	Invoice	Description	Debit
	12/31/2020	NT00085969	Vendor	0008962	FABIO WALTER PRETTO	12/31/2020	-	0008962 - FABIO WAL	
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--A--A9-27-...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--A--A0-XX-...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	1.36
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--P--87-XX-...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	2.12
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--P--15-27-...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	3.26
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--A--A0-31-...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	3.50
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--P--40-XX-...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	4.73
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--P--10-27-...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	5.57
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--P--63-31-...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	6.22

Dynamics 365 Finance and Operations Maintain advanced commercial agreements Common Advanced commission Commission elaborations

Save Apply Restore default value Options

NBG0060442 : NT00085969

### Total tax withhold

Header

✓	Vendor account	Date	Voucher	Invoice ↑	Curr...	Invoice amount...	VAT tax amount...	Base amount in...	Withholding tax group	Total vend with...	Total company...	Total vend with...
	0008962	12/31/2020	NT00085969	-	EUR	17,065.23	3,077.34	13,987.89	PR23_50	1,188.97	1,188.97	1,608.61

Lines

Delete

✓	Withholding tax code ↑	Withholding ta...	Basis for withh...	Not taxable ex...	Not withhold L...	Amount exemp...	Reimbursemen...	Withholding ta...
	EN_AGE	EUR	13,987.89	0.00	0.00	0.00	0.00	1,188.97
	EN_SOC	EUR	13,987.89	0.00	0.00	0.00	0.00	1,188.97
	RA23_SOIMP	EUR	6,993.94	0.00	0.00	6,993.95	0.00	1,608.61

You can also intervene on this view by changing the values of the enasarco, in which case click **Apply** to save the changes.

The fields filled under the **Total tax Withhold** will be displayed in the pre-invoicing:

- Invoice total (the net invoice amount of taxes just calculated): total invoice with VAT - Total vend withhold tax amount- Total vend withhold tax Enasarco amount
- Total vend withhold tax amount
- Total vend withhold tax Enasarco amount

## User Guide – Advanced Commissions Management – ALTERNA MODEL

Dynamics 365 Finance and Operations

Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Save Post Post in batch Validate Period journal Functions Inquiries Print Options

NBG0060442 : AGEITA

### Vendor invoice journal

List General Invoice Customs declaration Cash discount Fixed assets Remittance History Foreign trade

+ New Delete Settle transactions Financial dimensions Sales tax Functions Voucher View marked transactions

✓	Date	Voucher	Account type	Account	Account name	Invoice date	Invoice	Description	Debit
	12/31/2020	NT00085969	Vendor	0008962	FABIO WALTER PRETTO	12/31/2020	-	0008962 - FABIO WAL	
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--A--A9-27...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--A--A0-XX...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	1.36
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--P--87-XX...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	2.12
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--P--15-27...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	3.26
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--A--A0-31...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	3.50
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--P--40-XX...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	4.73
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--P--10-27...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	5.57
	12/31/2020	NT00085969	Ledger	084314003-IT-RICA--P--63-31...	DEBITI V/ AG. ITALIA X...	12/31/2020	-	0008962 - FABIO WAL...	6.22

**INVOICE** Terms of payment: EMK86 Due date: 12/31/2020

**SALES TAX** Calculated sales tax amount: 0.00 Actual sales tax amount: 0.00

**WITHHOLDING TAX GROUP** Withholding tax group: PR23\_50

**CASH DISCOUNT** Cash discount amount: 0.00

**TOTAL TAX WITHHOLD**

Invoice total	14,267.65
Total vend withhold tax amount	1,608.61
Total vend withhold tax Enasarco amo...	1,188.97

	DEBIT	CREDIT	BALANCE
VOUCHER	13,991.10	13,991.10	0.00
JOURNAL	13,991.10	13,991.10	0.00

Budget check results: Budget check not performed

From the agent pre-invoice journal it will be possible to launch the print report of the proforma invoice by clicking on **Print** → **Pro forma Invoice**:

Dynamics 365 Finance and Operations

Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Save Post Post in batch Validate Period journal Functions Inquiries Print Options

NBG0060442 : AGEITA

### Vendor invoice journal

List General Invoice Customs declaration Cash discount Fixed assets Remittance History Foreign trade

+ New Delete Settle transactions Financial dimensions Sales tax Functions Voucher View marked transactions

Journal  
Balances  
Posted transactions by journal  
**Pro forma invoice**

Go to ▾ ◀ ◁ ▷ ▶ Find ▾ Zoom ▾ ↻ Export ▾ 🖨



**Legal head office** SPA

Via Enrico Fermi, 4  
42011 BAGNOLO IN PIANO RE Ita

Tel.: 0522956611 Fax

VAT no.: Reg no.:

**Legal head office**

FABIO WALTER PRETTO

Via G. Marzotto, 8  
36078 VALDAGNO VI Italia

Invoice			
<b>Invoice number</b>	<b>Date</b>	<b>Agent code</b>	<b>VAT no.:</b>
-	12/31/2020	0008962	03163970241
<b>Payment</b>			
RICEVIMENTO FATTURA BONIFICO			
<b>Bank</b>			
Agency	INTESA SANPAOLO SPA	SWIFT	
IBAN	IT84Y0306960828100000001518		

Sales tax group	Imponibile	Sales tax	Sum	Currency
22	13,987.89	3,077.34	17,065.23	EUR
<b>Enasarco</b>			-1,188.97	
<b>Total withholding tax</b>			-1,608.61	
<b>Due amount</b>			14,267.65	

Page 1 of 1

In **Commission transaction**, the lines in **the Commission Settlement status** field will change with "Pre-invoice".

**Commission transaction**

Transaction **Settlement** Financial dimension

+ Add line Remove Activate/Suspend settlement transaction Voucher

✓	Voucher	Protest	Date	Amount in tran...	Curr...	Amount	Payment	Commission settlement status	Settlement date	Suspend	Pre invoice jour...	Commission co...	Post status
			4/30/2019	2.573.16	EUR	2.573.16		Pre invoice	4/30/2019	<input type="checkbox"/>	NBG0052126	NBG0052126	Proposal

After registering the agent pre-invoice, it will be possible to view the writing of the enasarco in the accounting (fee paid by the agent, fee paid by the company and any additional enasarco fee) and invoice settlement

**Vendor transactions AI20001008:**

0008962 - FABIO WALTER PRETTO

**Vendor transactions**

Show: All Date: 05/06/2020  Hide currency revaluations

List: General Payment Promissory note Settlement Remittance History Financial dimensions

✓ Voucher	Date	Invoice	Description	Amount in transaction cur...	Balance in tran...	Currency	Amount	Balance	Amount in rep...	Balance in rep...	Note ID	Sequence num...	Status	Remittance nu...	Registered vou...
AI20001008	5/4/2020	-	0008962 - FABIO WAL...	17,065.23	0.00	EUR	17,065.23	0.00	0.00	0.00		0	Invoiced		
EMK-140015210	5/4/2020	-		1,188.97	0.00	EUR	1,188.97	0.00	0.00	0.00		0	None		
EMK-140015212	5/4/2020	-	pag.to fatt	1,608.61	0.00	EUR	1,608.61	0.00	0.00	0.00		0	None		
EMK-140015213	5/4/2020	-		14,267.65	0.00	EUR	14,267.65	0.00	0.00	0.00		0	None		
EMK-140015213	5/4/2020	-		14,267.65	0.00	EUR	14,267.65	0.00	0.00	0.00		0	None		
PF20000002	5/4/2020	-	pag.to fatt	14,267.65	0.00	EUR	14,267.65	0.00	0.00	0.00		0	Invoiced		

**Vendor invoices accountig entries posted AA20- AI20001008:**

**Voucher transactions**

Controller account: Exclude controlling account

Overview General

Account name	Description	Currency	Amount in transaction currency	Amount	Posting type
X-... DEBITI V/ AG. ITALIA X PROV. MATURE	0008962 - FABIO WALTER PRET...	EUR	6.88	6.88	Ledger journal
1-... DEBITI V/ AG. ITALIA X PROV. MATURE	0008962 - FABIO WALTER PRET...	EUR	6.22	6.22	Ledger journal
7-... DEBITI V/ AG. ITALIA X PROV. MATURE	0008962 - FABIO WALTER PRET...	EUR	5.57	5.57	Ledger journal
X-... DEBITI V/ AG. ITALIA X PROV. MATURE	0008962 - FABIO WALTER PRET...	EUR	4.73	4.73	Ledger journal
11-... DEBITI V/ AG. ITALIA X PROV. MATURE	0008962 - FABIO WALTER PRET...	EUR	3.50	3.50	Ledger journal
7-... DEBITI V/ AG. ITALIA X PROV. MATURE	0008962 - FABIO WALTER PRET...	EUR	3.26	3.26	Ledger journal
X-... DEBITI V/ AG. ITALIA X PROV. MATURE	0008962 - FABIO WALTER PRET...	EUR	2.12	2.12	Ledger journal
0X-... DEBITI V/ AG. ITALIA X PROV. MATURE	0008962 - FABIO WALTER PRET...	EUR	1.36	1.36	Ledger journal
27-... DEBITI V/ AG. ITALIA X PROV. MATURE	0008962 - FABIO WALTER PRET...	EUR	-3.21	3.21	Ledger journal
IK-... FORNITORI ITALIA	0008962 - FABIO WALTER PRET...	EUR	-17,065.23	17,065.23	Vendor balance
IVA SU ACQUISTI	0008962 - FABIO WALTER PRET...	EUR	2,595.62	2,595.62	Sales Tax
IVA SU ACQUISTI	0008962 - FABIO WALTER PRET...	EUR	322.87	322.87	Sales Tax
IVA SU ACQUISTI	0008962 - FABIO WALTER PRET...	EUR	56.87	56.87	Sales Tax
IVA SU ACQUISTI	0008962 - FABIO WALTER PRET...	EUR	35.22	35.22	Sales Tax
IVA SU ACQUISTI	0008962 - FABIO WALTER PRET...	EUR	11.29	11.29	Sales Tax
IVA SU ACQUISTI	0008962 - FABIO WALTER PRET...	EUR	9.39	9.39	Sales Tax
IVA SU ACQUISTI	0008962 - FABIO WALTER PRET...	EUR	8.58	8.58	Sales Tax

**Debt vs Enasarco accounting entries, that decrease the amount of vendor invoice:**

-140015210 : 5/4/2020

**Voucher transactions**

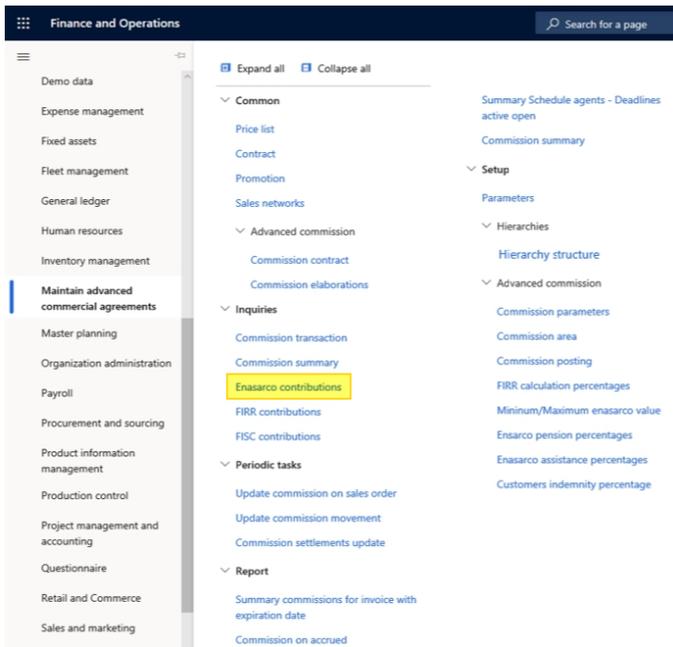
Controller account: Exclude controlling account

Overview General

Ledger account	Account name	Description	Currency	Amount in transaction currency	Amount	Posting type
084401001.....23600--EMK...	FORNITORI ITALIA	0008962 - FABIO WALTER PRET...	EUR	1,188.97	1,188.97	Vendor balance
085402020.....23671--EMK...	DEBITI V/ ENASARCO	0008962 - FABIO WALTER PRET...	EUR	-1,188.97	1,188.97	Ledger journal

In detail commissions, settlement tab, the lines will go into liquidation state = "Invoice".

To check the Enasarco taxable income for the various quarters and the accumulated Enasarco it will be possible to click on **Inquiries**→**Enasarco contributions** or through the **Commission elaborations**-->**Details**-->**Agent**-->**Enasarco Contributions**



Through this view that the system will calculate the Enasarco cost and will check if the agent has reached the minimum and maximum.

Insert type	Contracting	Name	Partner	Name	Date	Commission elaboration ID	Pre invoice journal	From date	To date	Agent total	Company total	Agent base amount	Company base amount
Manual	0002951	ALBERTO BOLDRIN			3/31/2019			1/1/2019	3/31/2019	2,108.21	2,108.21	30,402.90	30,402.90
Manual	0003491	ANTONIO COLONNESE			3/31/2019			1/1/2019	3/31/2019	743.99	743.99	9,018.11	9,018.11
Automatic	0003491	ANTONIO COLONNESE			6/30/2019	EL00000104	NBG0017568	4/1/2019	6/30/2019	845.82	845.82	10,252.37	10,252.37

The "Closing" function can be used to block the periods, it must be launched by previously selecting the lines that you want to block. The system locks the selected lines and no longer allows their modification and

User Guide – Advanced Commissions Management – ALTERNA MODEL deletion.

**Enasarco contributions**

Show partners:  No      Show open only:  No

Overview    **General**    Summary

<b>GENERAL</b>	Name	Date	From date	Company total	Over-ceiling base amount	Closed date
Insert type	ALBERTO BOLDRIN	3/31/2019	1/1/2019	2,108.21	4,848.90	
Manual	Partner	Commission elaboration ID	To date	Agent base amount	Enasarco integration journal	Closed by
Contracting			3/31/2019	30,402.90		
0002951	Name	Pre invoice journal	Agent total	Company base amount	Integration	
			2,108.21	30,402.90	0.00	

The flag "Show partners" is used to view the enasarco partners

**Enasarco contributions**

Show partners:  Yes      Show open only:  No

Overview    General    Summary

Filter

✓	Insert type	Contracting ↑	Name	Partner	Name	Date	Commission elaboration ID	Pre invoice journal	From date	To date	Agent total	Company total
	Manual	0003491	ANTONIO COLONNESE			3/31/2019			1/1/2019	3/31/2019	743.99	743.99
	Manual	0002951	ALBERTO BOLDRIN	0000007	GRAND HOTEL ASTORIA S.P.A. - HOTEL MERCURE	3/31/2019			1/1/2019	3/31/2019	2,108.21	2,108.21

The "Show open only" flag is used to exclude previously closed lines.

7.2.2.1 Enasarco Migration Management

In case of departure with DYN365 during the year, it is in this form that the records of the rainbow paid for the previous quarters must be added. Only in this way the system is able to understand if the ceiling has been reached for the agent or needs integration of the previous quarters.

The tax base must be entered for the total on both fields and must be indicated in the taxable amount beyond the ceiling.

**Enasarco contributions**

Show partners:  No      Show open only:  No

Overview    **General**    Summary

<b>GENERAL</b>	Name	Date	From date	Company total	Over-ceiling base amount	Closed date
Insert type	ALBERTO BOLDRIN	3/31/2019	1/1/2019	2,108.21	4,848.90	
Manual	Partner	Commission elaboration ID	To date	Agent base amount	Enasarco integration journal	Closed by
Contracting			3/31/2019	30,402.90		
0002951	Name	Pre invoice journal	Agent total	Company base amount	Integration	
			2,108.21	30,402.90	0.00	

## 8 FIRR CALCULATION

The following document will illustrate the parameterization of the tables used, as well as the operations to be followed for the correct management of the FIRR in DYN365.

For accounting purposes, at 31/12 of each year, the system is requested to make the following accounting entries

- If the commission contract is continuous, at 31/12 the following writing will be required:

COST (Firr Provision)	To	FIRR Fund (o debt v/FIRR / Debt v/Enasarco)
-----------------------	----	---

The contribution will subsequently be paid to enasarco, approximately within the month of March of the following year.

- If the commission contract is instead interrupted during the year, the company will have to pay the contribution directly to the agent, for the amount that goes from 01/01 until the commission contract is interrupted.

COST (Firr Provision)	to	Debt v/Agent
-----------------------	----	--------------

The system will create one / two journal entries as appropriate.

### 8.1 FIRR Setup

First, registration journals are required to be used for the FIRR accounting.

Create two journal used for the registration of the FIRR with "Daily" type. One for the registration of the FIRR for those relationships that remain continuous and the other for those that are interrupted during the period:

The screenshot shows the Dynamics 365 Finance and Operations interface for setting up a journal. The breadcrumb trail is: Dynamics 365 > Finance and Operations > General ledger > Journal setup > Journal names. The 'Journal names' table lists 'FIRR' with a description of 'FIRR'. The 'General' tab is active, showing the following settings:

- Journal type:** Daily
- Simulation:** No
- Approval:** No
- Approval workflow:** No
- Blockings:** Private for user group (empty)
- Voucher:** Voucher series (FR19), New voucher (In connection with balance)
- Document like voucher:** No
- Document:** (empty)
- Number allocation at posting:** Yes
- Offset account proposal:** Fixed offset account (No), Account type (Ledger), Offset account (empty)
- Posting:** Generate payments before post (No), Posting layer (Current), Detail level (Details)

Go to: **Maintain Advanced commercial agreements> Setup> Advanced commissions> Commission parameters.**

Insert the newly created "FIRR" journals in the two fields in case of continuous and interrupted commission contract.

## User Guide – Advanced Commissions Management – ALTERNA MODEL

Vendor group	Customer group	Commission cost journal	Commission cost journal description	Pre invoice journal	Pre invoice journal description	Enasarco integration jour...	FIRR posting cost journal	FIRR posting cost journal description	FIRR agent cost journal	FIRR agent cost journal description	Indemnity cost journal	Indemnity agent cost jour...
FORCEE		CPROV	REGISTRAZIONE COSTO PROV...	AGICEE	FATTURA AGENTI CEE							
FORENCEE		CPROV	REGISTRAZIONE COSTO PROV...	AGGEKC	FATTURE AGENTI EXTRACEE							
FORITA		CPROV	REGISTRAZIONE COSTO PROV...	AGETA	FATTURA AGENTI ITALIA	ENAS	FIRR	FIRR	FIRR	FIRR	FISC	FISC

Fir management varies according to the contract associated type with the agent (Single emissary / Multi emissary) and the amount of the taxable commissions accrued by the agent during the year. For these reasons, the setup of the Fir calculation provides for the setting of value range according to the type of contract.

Furthermore, given that the calculation rate may change from year to year, there is the possibility of changing the time period within which a specific rate is valid.

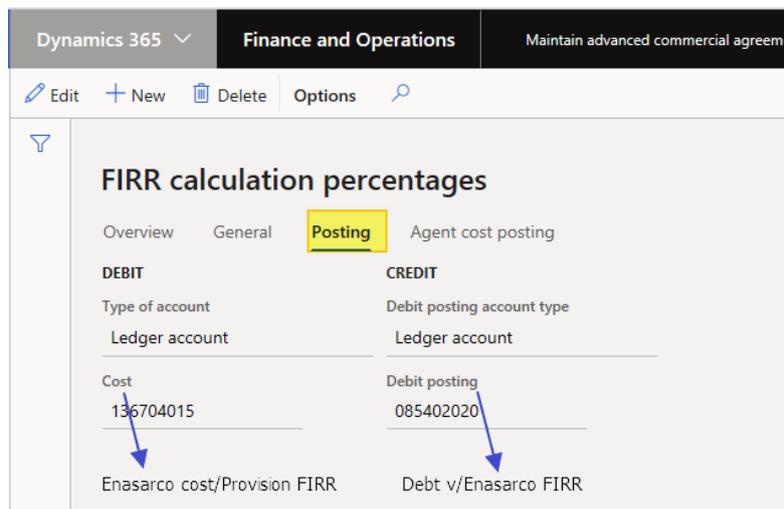
This setup is available in the **Maintain Advanced commercial Agreements → Setup → Advanced Commissions → Fir calculation percentages**

- Finance and Operations
  - Expand all
  - Collapse all
  - Common
    - Summary Schedule agents - Deadlines active open
    - Commission summary
  - Setup
    - Parameters
    - Hierarchies
      - Hierarchy structure
    - Advanced commission
      - Commission parameters
      - Commission area
      - Commission posting
        - FIRR calculation percentages**
        - Minimum/Maximum enasarco value
        - Enasarco pension percentages
        - Enasarco assistance percentages
        - Customers indemnity percentage
  - Inquiries
    - Commission transaction
    - Commission summary
    - Enasarco contributions
    - FIRR contributions
    - FISC contributions
  - Periodic tasks
    - Update commission on sales order
    - Update commission movement
    - Commission settlements update
  - Report
    - Summary commissions for invoice with expiration date
    - Commission on accrued

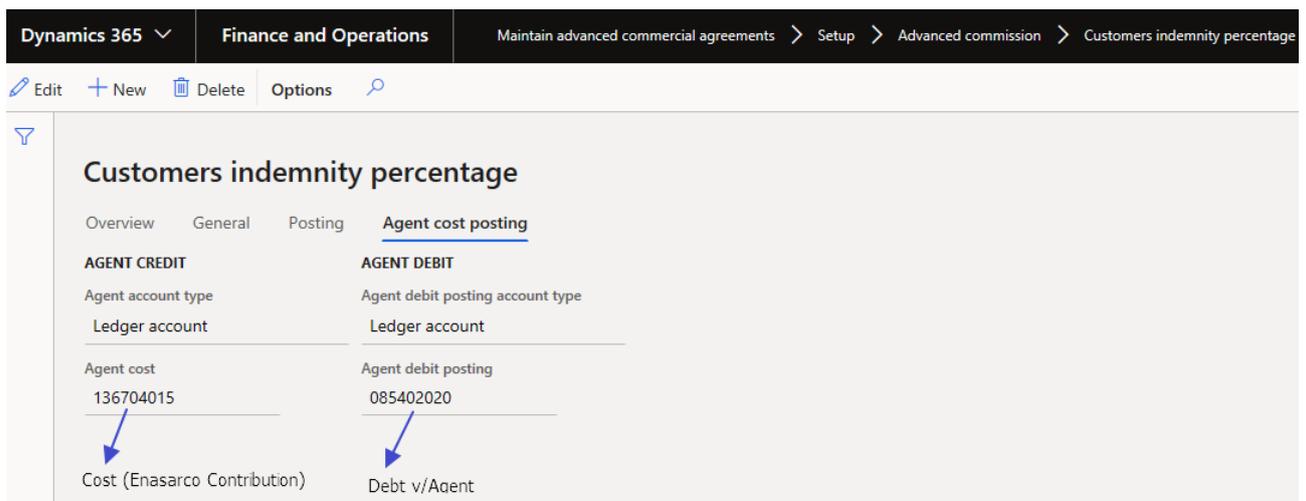
Contract type	From date	To date	Max fist catego...	First category p...	Max second cat...	Second categor...	Max third category value	Third category...
Single emissary	1/1/2019	12/31/2030	12,400.00	4.00	18,600.00	2.00	> di 18,600.00	1.00
Multi emissary	1/1/2019	12/31/2030	6,200.00	4.00	9,300.00	2.00	> di 9,300.00	1.00

In addition to setting the data useful for calculating the Fir, always in the same menu and for each rate entered, it is necessary to associate the accounting entries to be used during the posting of the FIRR journal.

In case of continuous commission contract, the system will handle the following accounts:



In the event that the commission contract is interrupted during the year, the company will have to pay the contribution directly to the agent, for the portion that goes from 01/01 to the interruption of the commission contract. The accounts moved will therefore be the following:



To set the interruption of the mandate, the end date of the employment must be entered in the agent master data.

## 8.2 FIRR journal registration

With the setup described above, it will be possible to automatically create a FIRR journal, based on the values of the cumulative Enasarco taxable present in **Inquiries**→ **Enasarco Contribution**.

The FIRR journal can be created from: **Maintain advanced commercial agreements** → **Common** → **Advanced commission** → **commission elaborations** → **FIRR cost registration**.

The screenshot shows the Dynamics 365 interface. The navigation pane is open, showing the path: **Finance and Operations** > **Maintain advanced commercial agreements** > **Common** > **Advanced commission** > **Commission elaborations**. Below the navigation pane, there are several tabs: **Edit**, **+ New**, **Delete**, **Changes**, **Details**, **Posting journals**, and **Options**. Under the **Posting** tab, the **FIRR cost registration** option is highlighted in yellow. Other options include **Enasarco integration**, **Indemnity registration**, **Close commission totally paid**, **Commission cost posting**, **Commission settlements update**, and **Commission invoice posting**. Under the **Cancellation** tab, there are **Delete journals** and **Delete elaboration** options.

### FIRR cost registration

#### Parameters

From date: 1/1/2020  
To date: 12/31/2020

#### Records to include

Filter

#### FIRR AGENT

Vendor account

Enasarco subject

Yes

Run in the background

In the view that will appear, you will need to enter the reference year and even filter by agent.

The procedure will return one line for each agent, with the flag on the "FIRR cost registration" box.

Commission el...	Contracting	Description	Execution datetime	Date filtering on activities.	Commission cost registration	Commission se...	Enasarco and commissio...	Enasarco integr...	FIRR cost registration
EL00000226	0007694	AGEITA	1/15/2020 03:08:07 PM	"..31/12/2019"					
EL00000226	0007974	AGEITA	1/15/2020 03:08:48 PM	"..31/12/2019"					
EL00000226	0008088	AGEITA	1/15/2020 03:10:51 PM	"..31/12/2019"					
EL00000226	0008159	AGEITA	1/15/2020 03:12:08 PM	"..31/12/2019"					
EL00000226	0008346	AGEITA	1/15/2020 03:13:04 PM	"..31/12/2019"					
EL00000226	0008425	AGEITA	1/15/2020 03:14:08 PM	"..31/12/2019"					
EL00000226	0008516	AGECEE	1/15/2020 03:14:58 PM	"..31/12/2019"					
EL00000226	0008695	AGEEXC	1/15/2020 03:14:59 PM	"..31/12/2019"					
EL00000226	0008724	AGEITA	1/15/2020 03:16:01 PM	"..31/12/2019"					
EL00000226	0008837	AGEITA	1/15/2020 03:16:34 PM	"..31/12/2019"					
EL00000226	0008962	AGEITA	1/15/2020 03:17:07 PM	"..31/12/2019"					
EL00000231		REGISTRAZIONE COSTO PROV...	1/17/2020 12:02:18 PM	"01/10/2019"..31/12/2019"					
EL00000234	0008073	AGEITA	1/17/2020 12:16:28 PM	"..31/12/2019"					
EL00000236	0008073	AGEITA	1/27/2020 06:15:50 PM	"..31/12/2019"					
EL00000241		REGISTRAZIONE COSTO PROV...	4/6/2020 12:11:52 PM	"1/1/2020"..6/30/2020"	✓				
EL00000247	0008962	AGEITA	4/15/2020 12:20:42 PM	"..12/31/2020"					
EL00000248	0008962	0008962 - FABIO WALTER PRET...	4/15/2020 06:23:32 PM	"1/1/2020"..12/31/2020"					✓

## User Guide – Advanced Commissions Management – ALTERNA MODEL

If there are agents whose commission contract ends during the year and others with continuous commission contract, there will be two journals. Conversely, only one and can be viewed by positioning on the previously created processing, tab **Posting journal** → **FIRR cost registration journal**.

The screenshot shows the Dynamics 365 Finance and Operations interface. The top navigation bar includes 'Dynamics 365', 'Finance and Operations', and 'Maintain advanced commercial agreements'. Below this, a secondary navigation bar contains 'Edit', '+ New', 'Delete', 'Changes', 'Details', 'Posting journals' (highlighted in yellow), and 'Options'. The main content area is titled 'Journals' and lists several journal types: 'Commission cost journal', 'FIRR cot registration journal' (highlighted in yellow), 'Journals for invoice registration', 'Indemnity registration journal', and 'Enasarco integration journal'.

Click on “Lines”

The screenshot shows the Dynamics 365 Finance and Operations interface for 'General journals'. The breadcrumb trail is 'Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations'. The 'Lines' tab is active. The 'List' view shows a table with columns: Journal b..., Name, Year, Voucher to be recovered, Description, Journal type, Posted, Posted on, and Log. A single row is visible with the following data: Journal b...: NBG0060443, Name: FIRR, Year: 0, Voucher to be recovered: (empty), Description: 0008962 - FABIO WALTER PRETT, Journal type: Daily, Posted: (checkbox), Posted on: (empty), Log: (checkbox).

After checking the amounts, you can proceed with the journal posting with **Post**.

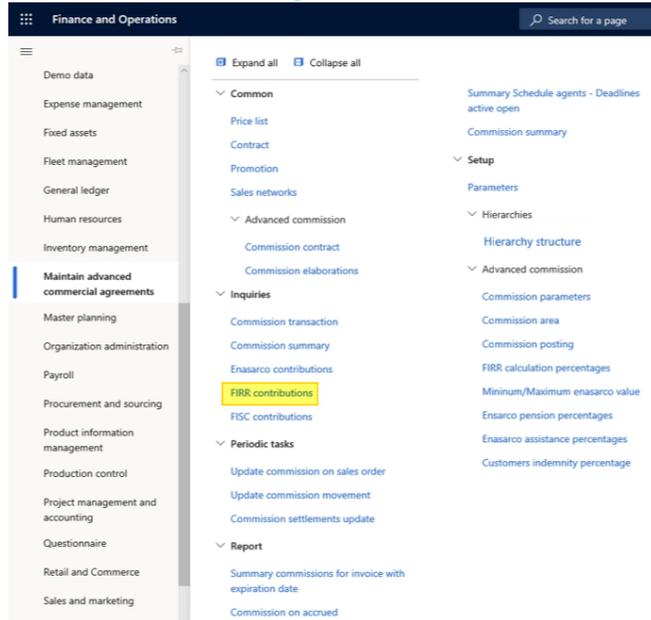
The screenshot shows the Dynamics 365 Finance and Operations interface for 'Journal voucher'. The breadcrumb trail is 'Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations'. The 'Post' button is highlighted in yellow. The 'List' view shows a table with columns: Date, Voucher, Company, Account type, Account, Description, Debit, Credit, Offset company, Offset account type, and Offset account. Two rows are visible with the following data:

Date	Voucher	Company	Account type	Account	Description	Debit	Credit	Offset company	Offset account type	Offset account
12/31/2020	NT00086883	emk	Ledger	136704015.....31307--	0008962 - FABIO WAL...	356.88		emk	Ledger	
12/31/2020	NT00086883	emk	Ledger	085402020.....23671--	0008962 - FABIO WAL...		356.88	emk	Ledger	

### 8.3 FIRR Contributions

To check the taxable amount of Enasarco for the different quarters and the accumulated amount of Enasarco it will be possible to click on **Inquiries** → **Contributi FIRR** or through the **Commission elaborations-->Details-->Agent-->FIRR Contributions**

## User Guide – Advanced Commissions Management – ALTERNA MODEL



In this form, registered FIRR contributions can be posted and contributions from previous years can also be entered manually.

Insert type	Contracting	Name	Date	Commission elaboration ID	FIRR cot registration journal	From date	To date	FIRR base amo...	FIRR amount	Closed dat
Automatic	0002951	ALBERTO BOLDRIN	31/12/2020	EL00000300	NBG0070063	01/01/2020	31/12/2020	24.875.68	682.76	
Automatic	0003491	ANTONIO COLONNESE	31/12/2020	EL00000300	NBG0070064	01/01/2020	31/12/2020	10.075.64	317.76	
Automatic	0004355	MATTEO GIUSEPPE RIVETTA	31/12/2020	EL00000300	NBG0070065	01/01/2020	31/12/2020	16.168.29	378.68	
Automatic	0005248	FRANCESCO CANNILLO	31/12/2020	EL00000300	NBG0070066	01/01/2020	31/12/2020	5.224.81	208.99	
Manual	0006151	LUCA BANDIRALI				01/01/2017	31/12/2017	0.00	100.00	
Automatic	0006151	LUCA BANDIRALI	31/12/2019	EL00000061		01/01/2019	31/12/2019	0.00	0.00	
Automatic	0006151	LUCA BANDIRALI	31/12/2020	EL00000300	NBG0070067	01/01/2020	31/12/2020	12.517.90	342.18	
Automatic	0007247	BRESCIA S.A.S. DI BRESCIA FRA...	31/12/2020	EL00000300	NBG0070068	01/01/2020	31/12/2020	7.960.70	283.21	
Automatic	0007694	GIANFRANCO MARCOCCIA	31/12/2020	EL00000300	NBG0070069	01/01/2020	31/12/2020	21.449.35	431.49	

Here too you can proceed to the "Closing" of the periods by selecting the individual lines which after closing will no longer be editable or eliminated.

## 9 FISC CALCULATION

The following document will illustrate the parameterization of the tables used, as well as the operations to be followed for the correct management of the FISC in DYN365.

For accounting purposes, at 31/12 of each year, the system is requested to make the following accounting entries.

- If the mandate is continuous, at 31/12 the following writing will be required:

COST (Provision Fisc)	to	Fund FISC (o debt v/FISC / Debt v/Enasarco)
-----------------------	----	---

## User Guide – Advanced Commissions Management – ALTERNA MODEL

The contribution will subsequently be paid to enasarco, approximately within the month of March of the following year.

- If the mandate is instead interrupted during the year, the company will have to pay the contribution directly to the agent, for the amount that goes from 01/01 until the mandate is interrupted.

COST (Fisc Provision)	to	Debt v/Agent
-----------------------	----	--------------

The system will create one / two journal entries as appropriate.

### 9.1 FISC Setup

The Fisc management changes according to the contract type associated with the agent (Single-emissary / Multi-emissary) and the length of service by the agent. For these reasons, the setup of the Fisc calculation provides for the setting of value ranges according to the contract type.

Furthermore, given that the calculation rate may change from year to year, there is the possibility of changing the time period within which a specific rate is valid.

This setup is present in the **Maintain Advanced commercial Agreements → Setup → Advanced Commission → Customer indemnity percentage**

Dynamics 365 Finance and Operations: Maintain advanced commercial agreements > Setup > Advanced commission > Customers indemnity percentage

Customers indemnity percentage

Overview | General | Posting | Agent cost posting

Contract type	From date	To date	Maximum ann...	First category s...	First category p...	Maximum ann...	Second categor...	Second categor...	Maximum ann...	Third category...	Third category...
Single emissary	1/1/1990	12/31/2030	0.00	0	3.00	45,000.00	4	0.50	45,000.00	6	0.50
Multi emissary	1/1/1990	12/31/2030	0.00	0	3.00	45,000.00	4	0.50	45,000.00	6	0.50

## User Guide – Advanced Commissions Management – ALTERNA MODEL

In addition to setting the data useful for calculating the Fisc, always in the same menu and for each rate entered, it is necessary to associate the accounts to be used during the construction of the FISC journal.

N.B. tramite percorso **Contabilità fornitori** → **tutti i fornitori** → selezionare fornitore d'interesse e nella sezione delle **Provvigioni Avanzate** attivare il flag "Soggetto Indennità clientela" come da immagine che segue. Ciò permette di abilitare la funzionalità FISC sull'agente

N.B. Through **Accounts Payable** → **All vendors** → select the vendor of interest and in the Advanced Commissions section activate the "Customer Indemnity Subject" flag as shown in the image below. This allows you to enable the FISC functionality on the agent

All vendors  
0000016 : BARANI RINO & C. SNC

INTERCOMPANY  
LINEA\_DL\_PRODOTTO  
NATURA\_PRODOTTO  
VOCL\_DL\_SPESA

Advanced commission  
Contract history Company composition percentages

COMMISSION SUBJECT	ADVANCED COMMISSION	Enasarco position number	Enasarco subject	Agent type	Enasarco period
Commission subject	Start contract date	Enasarco position number	<input checked="" type="checkbox"/> Yes	Person	Quarter
<input checked="" type="checkbox"/> Yes	01/05/2019		Contract type	Settlement type	<b>Customers indemnity subject</b>
	End contract date		Single emissary	On settlement	<input checked="" type="checkbox"/> Yes

## 9.2 FISC journal registration

With the setup described above, it will be possible to automatically create a Fisc journal, based on the values of the accumulated taxable commission.

Dynamics 365 ▾ Finance and Operations Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Edit + New Delete Changes Details Posting journals Options 🔍

Commission cost posting	Enasarco integration	<b>Indemnity registration</b>	Cancellation
Commission settlements update	FIRR cost registration	Close commission totally paid	Delete journals
Commission invoice posting			Delete elaboration

It will be possible to proceed with the creation of the Fisc journal from **Maintain Advanced Commercial Agreements** → **Common** → **Advanced commissions** → **Commission elaborations** → **Indemnity Registration**.

### Indemnity registration

**Parameters** ^

From date:

To date:

Only settled commissions:  No

---

**Records to include** ^

[Filter](#)

**VENDORS**

Vendor account:

Customers indemnity subject:

---

**Run in the background** v

In the form that will appear, the reference year must be entered and filtered by agent if necessary.

The procedure will return one line for each agent, with the flag on the "FISC cost registration"

If there are agents whose commission contract ends during the year and others with continuous commission contract, there will be two journals. Vice versa, only one and they can be viewed by positioning on the previously created processing, **Posting Journal** tab → **Indemnity Registration Journal** → **Lines**.

Dynamics 365 > Finance and Operations > Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Edit New Delete Changes Details Posting journals Options

**Journals**

Commission cost journal      FIRR cot registration journal

Journals for invoice registration      Indemnity registration journal

Enasarco integration journal

Commission el...	Contracting	Description	Execution datetime	Date filtering on activities.	Commission cost r
EL00000248	0008962	0008962 - FABIO WALTER PRET...	4/15/2020 06:23:32 PM	"1/1/2020".."12/31/2020"	
<input checked="" type="checkbox"/>	EL00000249	0002951	FISC	4/15/2020 07:01:44 PM	"1/1/2020".."12/31/2020"
<input type="checkbox"/>	EL00000249	0003491	FISC	4/15/2020 07:01:44 PM	"1/1/2020".."12/31/2020"
<input type="checkbox"/>	EL00000249	0004355	FISC	4/15/2020 07:01:44 PM	"1/1/2020".."12/31/2020"

## User Guide – Advanced Commissions Management – ALTERNA MODEL

Dynamics 365 Finance and Operations Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Save + New Delete Lines Open lines in Excel Validate Post Approval Inquiries Print Options

EL00000249 : 0008962

### General journals

Show All  Show user-created only

List General Setup Customs declaration Blocking Financial dimensions History

Journal b...	Name	Year	Voucher to be recovered	Description	Journal type	Posted
NBG0060459	FISC	0		0008962 - FABIO WALTER PRETT	Daily	<input type="checkbox"/>

Once the amounts have been checked, the journal can be posted

Dynamics 365 Finance and Operations Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations

Save Post Post in batch Validate General journals Period journal Functions Fixed assets Inquiries Print Options

NBG0060459 : FISC

### Journal voucher

Display journal lines All

List General Invoice Payment Payment fee Fixed assets Remittance History

+ New Delete Voucher Financial dimensions Sales tax Functions

Date	Voucher	Company	Account type	Account	Description	Debit	Credit	Offset company	Offset account type	Offset account
12/31/2020	NT00086899	emk	Ledger	137201007--6619-----31502--	0008962 - FABIO WAL	419.64		emk	Ledger	
12/31/2020	NT00086899	emk	Ledger	063202010-----23400--	0008962 - FABIO WAL...		419.64	emk	Ledger	

### 9.3 FISC Contribution

To check the FISC taxable income for the various quarters and the accumulated FISC it will be possible to click on **Inquiries** → **FISC Contributions** or through the **Commission elaborations** → **Details** → **Agent** → **FISC Contributions**

Dynamics 365 Finance and Operations Maintain advanced commercial agreements > Inquiries > FISC contributions

Edit + New Delete Closing Options

### FISC contributions

Overview General

Filter   Show open only

Insert type	Contracting	Name	Date	Commission elaboration ID	Indemnity ledger journal	From date	To date	Indemnity base...	Indemnity amo...	Closed date
Automatic	0002951	ALBERTO BOLDRIN	12/31/2020	EL00000249	NBG0060444	1/1/2020	12/31/2020	15,466.56	618.66	
Automatic	0003491	ANTONIO COLONNESE	12/31/2020	EL00000249	NBG0060445	1/1/2020	12/31/2020	3,702.33	148.09	
Automatic	0004355	MATTEO GIUSEPPE RIVETTA	12/31/2020	EL00000249	NBG0060446	1/1/2020	12/31/2020	10,156.15	406.24	
Automatic	0005248	FRANCESCO CANNILLO	12/31/2020	EL00000249	NBG0060447	1/1/2020	12/31/2020	3,762.97	150.51	
Manual	0006151	LUCA BANDIRALI	12/31/2017			1/1/2017	12/31/2017	0.00	3,900.00	
Automatic	0006151	LUCA BANDIRALI	12/31/2019	EL00000062		1/1/2019	12/31/2019	0.00	0.00	
Automatic	0006151	LUCA BANDIRALI	12/31/2020	EL00000249	NBG0060448	1/1/2020	12/31/2020	3,992.00	157.28	

In this form, registered FISC contributions can be viewed and contributions from previous years can also be entered manually

Here too you can proceed to the "Closing" of the periods by selecting the individual lines which after closing will no longer be editable or eliminable.

## 10 ENASARCO INTEGRATION

You can launch the "Enasarco Integration", as shown in the image, by selecting a time frame and also being able to filter by individual agent. This feature allows you to calculate the share to be integrated to achieve the minimal paid by the company towards the agent.

Once the integration calculation is confirmed, you can post the operation by using **Enasarco Integration Journal** in which the automatic integration calculation will be performed.

After posting the journal, the Enasarco Contributions report the integration with the related voucher

How the Enasarco integration works with a commission contract active from the first quarter of the year:

Quarter	Commission accrued	Contribution to be paid	Integration	Calculation
1	- €	- €	- €	the theoretical contribution is: $300 * 17\% = 51 \text{ €}$ this contribution is lower than Minimum(215,25€) Therefore, the integration to the minimum charge of the company is due. In addition, the minimum of the 1st quarter must also be paid. Ultimately, the payment is equal to $215,25€ + 215,25€ = 430,50€$ The integration paid is: $430,50€ - 51€ = 379,50€$
2	300,00 €	430,50 €	379,50 €	
3	- €	215,25 €	- €	
4	- €	215,25 €	- €	

N.B. : the quarterly minimum is due only for the quarters in which the commission contract exists.

## 11 CLOSE COMMISSION TOTALLY PAYED

Through this function it is possible to definitively close the commissions totally paid.

The screenshot shows the Dynamics 365 Finance and Operations interface. The breadcrumb trail is: Maintain advanced commercial agreements > Common > Advanced commission > Commission elaborations. The 'Options' menu is open, showing 'Close commission totally paid' highlighted in yellow under the 'Cancellation' section. Below the menu, a table of 'Commission elaborations' is visible, with columns for Commission el., Contracting, Description, Execution datetime, Date filtering on activities, Commission cost registration, Commission settlements update, Enasarco and commission invoice..., and Enasarco integration. The table lists several entries with 'FISC' descriptions and one entry with 'AGEITA' description.

## 12 DELETE ELABORATION

If the need to delete a processing takes place, it will be essential to select the line of processing to be deleted and from **Maintain advanced commercial agreements** → **Common** → **Advanced** → **Commission elaborations** → **Cancellation**, click on **Delete elaboration**. This feature will eliminate created and unaccounted journals.

## User Guide – Advanced Commissions Management – ALTERNA MODEL

Finance and Operations Search for a page

[Edit](#) [+ New](#) [Delete](#) [Changes](#) [Details](#) [Posting journals](#) [Options](#)

**Posting** **Cancellation**  
 Commission cost posting Enasarco integration Indemnity registration Delete journals  
 Commission settlements update FIRR cost registration Close commission totally payed Delete elaboration  
 Commission invoice posting

Commission elaborations

Filter   Show all

Commission el...	Contracting	Description	Execution datetime	Date filtering on activities	Commission co...	Commission settlements update	Enasarco and co...	Enasarco integr...	FIRR cost registration	Indemnity registration	Canceled
EL-000000011		Registrazione costo provv	4/23/2020 09:26:48 AM	"4/1/2020", "6/30/2020"	✓						
EL-000000012			4/23/2020 11:37:07 AM	4/1/2020..4/6/2020		✓					
EL-000000013			4/23/2020 11:38:48 AM	4/1/2020..4/6/2020		✓					
EL-000000019	Domestic vendor	Prova	4/27/2020 11:42:58 AM	"6/30/2020"			✓				
EL-000000025		Registrazione costo provv	4/27/2020 12:15:01 PM	"4/1/2020", "6/30/2020"	✓						
EL-000000026	Domestic vendor	AGE_ITA	4/27/2020 12:19:15 PM	"6/30/2020"			✓				
EL-000000028	Domestic vendor	Domestic vendor - Domestic vendor	4/27/2020 04:35:27 PM	"1/1/2020", "12/31/2020"				✓			✓

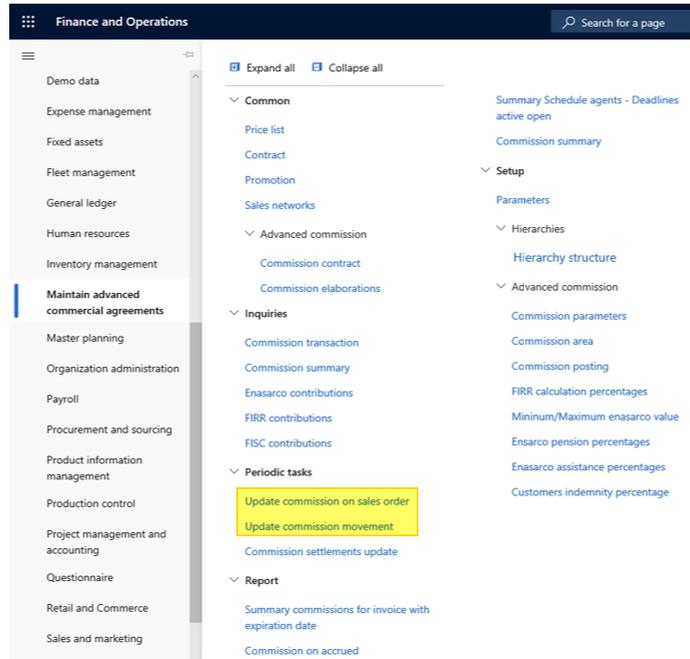
Once canceled, the flag appears in the "Canceled" column.

To also delete the processing line, if you don't want to keep track of it, you'll need to select "Delete journals".

### 13 COMMISSIONS UPDATING

In the case of modification of the agent commission contract (such as in the change of commission percentages) or in the event that it is necessary to include a customer in the previously excluded commission calculation, it will be necessary to launch two procedures for updating both orders and invoices, or "Update commissions on sales order" and "Update commissions movement".

These two updates are present in the **Maintain Advanced Commercial Agreements → Periodic tasks**



The **Update commissions on sales order** lines allows you to update the commissions on customer order lines in an open state by rereading the mandates.

**Update commission on sales order**

**Parameters**

Manual  No      Recalc date: 4/16/2020

**Records to include**

**Filter**

SALES ORDERS	ORDER LINES
Order type: Sales order	Line status: Open order
Status: Open order	

**Run in the background**

To launch the procedure it is essential to enter the Date for the re-reading of the mandates (on the date) and insert the flag on "Also manual" in case you want to update also for the commissions indicated as manual.

The "Update Commission Movement" updates the invoiced order lines.

### Update commission movement

---

**Parameters**

Start date <input type="text" value="1/1/2020"/>	Update commission transaction fro... <input type="radio"/> No
End date <input type="text" value="4/16/2020"/>	Update final calculated commission... <input type="radio"/> No
Update commission transaction fro... <input checked="" type="radio"/> Yes	

---

**Records to include**

[Filter](#)

**CUSTOMERS**

Customer group

Customer account

---

**Run in the background**

You can launch the update by inserting the following filters:

- **Start date** and **End date**: define the time interval of the customer invoices for which the commission movements must be recalculated.
- **Update commissions on order on a date basis**: parameter that allows you to recalculate the commission movements on the basis of the date of the transport documents associated with the customer invoices.
- **Update Commissions Order on invoice date**: parameter that allows you to recalculate commission movements on the basis of the customer invoice date.
- **Update final calculation commissions**: parameter that allows you to recalculate the commission movements of the Commissions detail.

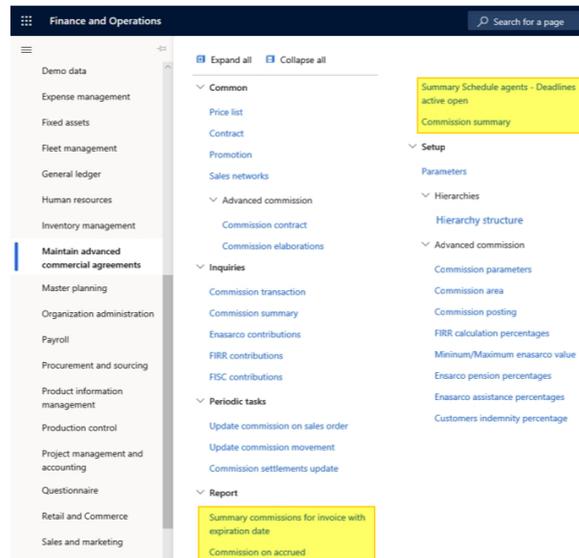
In the **filter** section:

- **From customer group and To customer account**: define a range of customer master data for which commission movements must be recalculated.

**Movements on "Commissions Transaction" after the launch of the update will all become "Manual"**

## 14 REPORTING FOR COMMISSIONS

In **Maintain Advanced commercial agreements → Report**, there are some reports to verify the commission values.



The most commonly used are:

- Summary commissions for invoices with expiration date
- Commission summary

### 14.1 Summary commissions for invoices with expiration date

It is possible to check the commission lines that arose following the registration of the invoice through the Commission summary report for invoices with expiration date:

#### Summary commissions for invoice with expiration date

Select query

Query used

Range    Sorting    Joins

[+ Add](#)   [Remove](#)   [Import from Excel](#)

✓	Table	Derived table	Field	Criteria
✓	Commission transaction	Commission transaction	Transaction status	Open
	Commission transaction	Commission transaction	Invoice date	
	Commission transaction	Commission transaction	Item number	
	Commission transaction	Commission transaction	Contracting	0008516
	Commission transaction	Commission transaction	Commission transaction ID	
	Commission transaction	Commission transaction	Commission contract (Record-ID)	
	Commission transaction	Commission transaction	Currency	
	Commission transaction	Commission transaction	Customer account	
	Commission transaction	Commission transaction	Customer group	
	Commission transaction	Commission transaction	Number sequence group	

## User Guide – Advanced Commissions Management – ALTERNA MODEL

With the "Registration Status = Open" filter, set in the query, the lines in the indicated period will appear, not yet brought to cost or registered. Valuing the contracting field, it is possible to obtain the report for each agent, selecting the desired record from time to time.

If, on the other hand, you enter as a "Transaction Status = Closed" filter, only the lines accounted with the cost journal will be displayed.

Print example:

Go to ▾ | ⏪ ◀ ▶ ⏩ Find ▾ Zoom ▾ ↻ Export ▾ 🖨

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### Summary commissions for invoice with expiration date

Invoice	VCE1902067	Amount	2.25	Payment method	BON				
Item	Description	Units	Quantity	Unit sales price	Currency	Commission amount	%	Commission	Calculated commission
	<i>Scadenza</i>		11/5/2019						
999900003	FREIGHT CHARGES RECOVER	ea	1.00	45.00	EUR	45.00	5.00	2.25	2.25
Invoice total	VCE1902067	Data	11/4/2019			45.00		2.25	2.25
Cust total	0051538					298.55		14.93	14.93
Customer	5087510		AGROOPSKRBA MATEJ D.O.O.						
Invoice	VCE1901759	Amount	0.88	Payment method	ANT				
Item	Description	Units	Quantity	Unit sales price	Currency	Commission amount	%	Commission	Calculated commission
68240082R	BELT	pcs	1.00	25.05	EUR	17.54	5.00	0.88	0.88
68240124R	BELT	pcs	1.00	48.52	EUR	33.96	5.00	1.70	1.70
68240164R	BELT	pcs	1.00	31.61	EUR	22.13	5.00	1.11	1.11
Invoice total	VCE1901759	Data	10/7/2019			73.63		3.69	3.69
Cust total	5087510					73.63		3.69	3.69
Cust group total						125,695.02		6,285.13	6,285.13
<b>Agent total</b>	<b>0008516</b>					<b>125,695.02</b>		<b>6,285.13</b>	<b>6,285.13</b>

## 14.2 Commission summary

In order to check the commissions that can be cleared and to receive feedback from the agent, it is possible to produce the commission-specific summary report by agent, which reports the commission lines by invoice, indicating their settlement status.

Commission summary

**Parameters**

Use print management destination  No

Include item detail  No

PRINTOUT

Include closed commission transacti...  No

To date

Language

Only commissions to be settle  No

---

**Destination**

[Change](#)

Screen

---

**Records to include**

[Filter](#)

**VENDORS**

Vendor account

Invoice date

Statistic group (Record-ID)

**COMMISSION TRANSACTION**

Invoice

---

**Run in the background**

The report is sent to the agent so that he can verify the amounts that will be paid to him. Following the approval of the agent, it will be possible to proceed with the creation of the journal for invoice posting.

Dynamics 365 Finance and Operations

Gestione accordi commerciali avanzati > Report > Riepilogo provvigioni

OPZIONI

Vai a < > << >> Trova Zoom Esporta

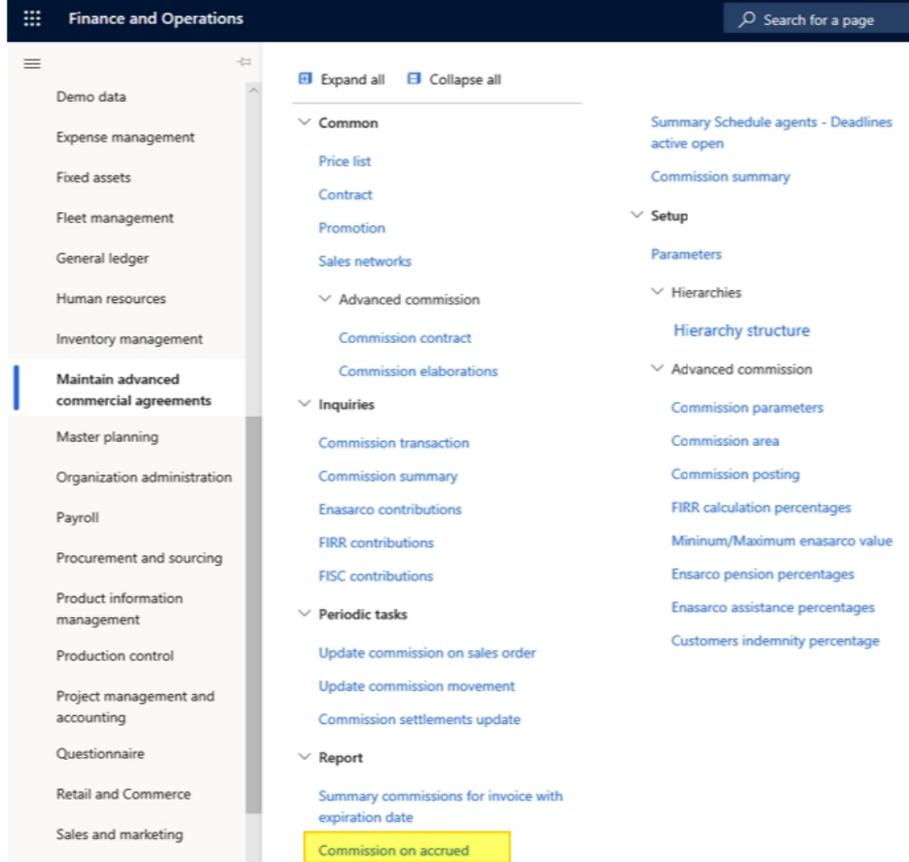
**NOBILI**

**Riepilogo provvigioni al 31-12-2019** Includi provvigioni già liquidate

Agente			A000128 80 TWENTY SRO		HAVLICKOVA 728/3 PLZEN CZE													
Numero fattura	del	Tipo fattura	Cliente	Descrizione Cliente	Imponibile provvigionale	Valuta	Perc. %	Provvigione originale	Divisa	Controvalore €	Provvigione già liquidata	Provvigione già liquidata €	Provvigione liquidabile €	Gruppo provvigionale	Tipo provvigionale	Liq.	% liquidabilità	Codice IVA in fattura
2019/FTE-2021-	31/01/2019	Fattura	C008771	PROCERAM A.S.	1.229,44	EUR	6,12	75,25	EUR	75,25	0,00	0,00	75,25	Alla liquidazione totale	75,25	100,00		
2019/FTE-2113-	01/02/2019	Fattura	C008771	PROCERAM A.S.	1.418,73	EUR	6,19	87,80	EUR	87,80	0,00	0,00	87,80	Alla liquidazione totale	87,80	100,00		
2019/FTE-2030-	12/02/2019	Fattura	C008771	PROCERAM A.S.	1.571,01	EUR	5,97	93,85	EUR	93,85	0,00	0,00	93,85	Alla liquidazione totale	93,85	100,00		
2019/FTE-3228-	15/02/2019	Fattura	C008771	PROCERAM A.S.	611,40	EUR	6,32	51,25	EUR	51,25	0,00	0,00	51,25	Alla liquidazione totale	51,25	100,00		
2019/FTE-3288-	15/02/2019	Fattura	C008771	PROCERAM A.S.	116,80	EUR	4,96	5,82	EUR	5,82	0,00	0,00	5,82	Alla liquidazione totale	5,82	100,00		
2019/FTE-3785-	22/02/2019	Fattura	C010064	ING L'UDEVIT KURPAS - K.R.T.	257,93	EUR	6,56	16,91	EUR	16,91	0,00	0,00	16,91	Alla liquidazione totale	16,91	100,00		
2019/FTE-5716-	19/03/2019	Fattura	C010902	PechaSan spol. s r.o.	1.293,30	EUR	1,50	19,40	EUR	19,40	0,00	0,00	19,40	Alla liquidazione totale	19,40	100,00		
2019/FTE-5720-	19/03/2019	Fattura	C010905	GIENGER BOHEMIA, s.r.o.	2.591,30	EUR	1,50	40,38	EUR	40,38	0,00	0,00	40,38	Alla liquidazione totale	40,38	100,00		
2019/FTE-6277-	25/03/2019	Fattura	C010903	Gienger Tabor spol. s r.o.	975,10	EUR	1,50	14,62	EUR	14,62	0,00	0,00	14,62	Alla liquidazione totale	14,62	100,00		

### 14.3 Commission on accrued

Through the path **Maintain Advanced commercial agreements > Report > Commissions on accrued**, you can use a report that allows you to view the commissions accrued towards agents.



Select the date until which to start the calculation of accrued commissions.

In the "Record to include" section, by clicking on "filter" it is possible to filter the information that is processed in the report, specifying a contractor (agent) or an invoice, and so on.

Commission on accrued

**Parameters** ^

Date

---

**Destination** ^

[Change](#)

Screen

---

**Records to include** ^

[Filter](#)

<b>COMMISSION TRANSACTION</b>	Commission transaction ID
Transaction status	<input type="text"/>
<input type="text" value="Open"/>	Commission contract (Record-ID)
Invoice date	<input type="text"/>
Item number	Currency
<input type="text"/>	<input type="text"/>
Contracting	Customer account
<input type="text" value="0008516"/>	<input type="text"/>
	Customer group
	<input type="text"/>

---

**Run in the background** v

To insert a new filter click on "add" and fill in the line.

AltCommissionTotalQuery

Select query

**Range**    [Sorting](#)    [Joins](#)

[+ Add](#)    Remove    Import from Excel

✓	Table	Derived table	Field	Criteria
	Commission transaction	Commission transaction	Transaction status	Open
	Commission transaction	Commission transaction	Invoice date	
	Commission transaction	Commission transaction	Item number	
	Commission transaction	Commission transaction	Contracting	0008516
	Commission transaction	Commission transaction	Commission transaction ID	
	Commission transaction	Commission transaction	Commission contract (Record-ID)	
	Commission transaction	Commission transaction	Currency	
	Commission transaction	Commission transaction	Customer account	
	Commission transaction	Commission transaction	Customer group	
	Commission transaction	Commission transaction	Number sequence group	

## User Guide – Advanced Commissions Management – ALTERNA MODEL

The report processed (in this case without inserting filters) refers to the commission transactions for each agent.

Shows all total invoices per customer, on which commissions have accrued by% and by amount. From this data the part of the commissions paid and to be paid is shown. Finally, the Remaining column is shown which indicates whether a part of the commission has not yet been paid.

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### Commission on accrued

**Agent:** 0008516      **BILKOM D.O.O.**

**Cust group**

**Customer** 0051116      **MIKROMOTOR DI FRANJO KRAMAR**

Item	Description	Currency	Commission amount	%	Commission	Calculated commission	Amount Settled	To settle	Remaining
004900137BR	MOLLA X PATT. FRIZ.	EUR		1.03	5.00	0.05	0.05	0.05	0.00
071000006BR	POMELLO X TEST.SEMIAUT.COMPL.	EUR		47.64	5.00	2.38	2.38	2.38	0.00
072700046R	GABB. K 09X12X11,5 FKIV1(C:2)	EUR		12.90	5.00	0.65	0.65	0.65	0.00
072700075A	GUARNIZIONE MARMITTA	EUR		3.54	5.00	0.18	0.18	0.18	0.00
072700076CR	GUARN.ASPIR.(C:5PZ.)	EUR		6.78	5.00	0.34	0.34	0.34	0.00
072700085BR	PULEG. AVV.	EUR		34.44	5.00	1.72	1.72	1.72	0.00
074000242R	FILO ACCEL.L.407 CON TENDIT. ZNB	EUR		30.60	5.00	1.53	1.53	1.53	0.00
074000301	FILO ACCEL.L.1055 C/MOLLA	EUR		55.74	5.00	2.79	2.79	2.79	0.00
093000468A	VITE TCTC M 5X22 FISS.COPEC. IMPERDIBILE	EUR		0.83	5.00	0.04	0.04	0.04	0.00
094500761A	KIT CAMPANA P. .325" 7D	EUR		61.59	5.00	3.08	3.08	3.08	0.00
2501002R	BOBINA DIGITALE COMPL. WALBRO MBU 53A	EUR		22.28	5.00	1.11	1.11	1.11	0.00
2501009R	BOBINA ELETTR.CAPAC. X D.90	EUR		101.23	5.00	5.06	5.06	5.06	0.00
300000035R	GUARN. MARM. S30	EUR		2.63	5.00	0.13	0.13	0.13	0.00

Item	Description	Currency	Commission amount	%	Commission	Calculated commission	Amount Settled	To settle	Remaining
68240082R	BELT	EUR		17.54	5.00	0.88	0.88	0.88	0.00
68240124R	BELT	EUR		33.96	5.00	1.70	1.70	1.70	0.00
68240164R	BELT	EUR		22.13	5.00	1.11	1.11	1.11	0.00
Invoice total	VCE1901759			73.63		3.69	3.69	3.69	0.00
Cust total	5087510			73.63		3.69	3.69	3.69	0.00
Cust group total				125.695.02		6.285.13	6.285.13	5.981.44	303.69
<b>Agent total</b>	<b>0008516</b>			<b>125.695.02</b>		<b>6.285.13</b>	<b>6.285.13</b>	<b>5.981.44</b>	<b>303.69</b>

From the report you can view the total commissions accrued per customer, total group of customers, and finally, the total due to a specific agent.

## 14.4 Summary schedule agents – Deadlines active open

Via the path **Maintain Advanced commercial agreements > Report> Summary schedule agents – Deadlines active open**

The screenshot shows the SAP navigation menu for 'Finance and Operations'. The left sidebar lists various management areas, with 'Maintain advanced commercial agreements' selected. The main area displays a tree view of reports under the 'Report' category. The item 'Summary Schedule agents - Deadlines active open' is highlighted in yellow. Other visible items include 'Common', 'Inquiries', and 'Periodic tasks'.

Here, too, enter the date up to which to consider the transactions.

In this case it is possible to filter only for customer data

## User Guide – Advanced Commissions Management – ALTERNA MODEL

### AltDeadlineAgentQuery

Select query  
 Query used

**Range**    Sorting    Joins

[+ Add](#)   [Remove](#)   [Import from Excel](#)

Table	Derived table	Field	Criteria
Customers	Customers	Customer account	

Table

- Customers
- Customer transactions
- Open customer transa...

For each invoice of a specific customer, the report shows the debit / credit items and the related balance. In addition, the invoice deadlines and the date on which each individual payment took place are specified, up to the date set by the user at the launch of the report.

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### Summary Schedule agents - Deadlines active open

**Agent:**

Customer	0000055	BERTORELLI SNC DI BERTORELLI PIETRO & C.		Debit	Credit	Balance
Invoice	Expiring	Date	Payment method			
VIT2002433	4/30/2020	2/27/2020	RIBA	954.28	0.00	954.28
VIT2002575	3/31/2020	3/30/2020	BON	122.00	0.00	122.00
<b>Cust total</b>	<b>0000055</b>			1,076.28	0.00	1,076.28
<b>Customer</b>	<b>0000138</b>	<b>COMER S.R.L.</b>		<b>Debit</b>	<b>Credit</b>	<b>Balance</b>
Invoice	Expiring	Date	Payment method			
023325I	3/31/2019	5/1/2019	BON	10,631.08	0.00	10,631.08
024524I	3/31/2019	5/1/2019	BON	109.80	0.00	109.80
025454I	3/31/2019	5/1/2019	BON	202.11	0.00	202.11
025498I	3/31/2019	5/1/2019	BON	1,631.49	0.00	1,631.49
005695I	6/30/2019	7/1/2019	BON	61.85	0.00	61.85
006195I	6/30/2019	7/1/2019	BON	602.99	0.00	602.99
008445	7/31/2019	8/1/2019	BON	512.02	0.00	512.02
023325	7/31/2019	8/1/2019	BON	10,631.08	0.00	10,631.08
025498	7/31/2019	8/1/2019	BON	1,631.48	0.00	1,631.48
VIT1918511	10/1/2019	9/30/2019	BON	551.93	0.00	551.93
VIT1925485	12/18/2019	12/17/2019	BON	0.00	201.04	-201.04
<b>Cust total</b>	<b>0000138</b>			26,565.83	201.04	26,364.79
Invoice	Expiring	Date	Payment method	Debit	Credit	Balance
VIT2002430	4/30/2020	2/27/2020	RIBA	1,768.82	0.00	1,768.82
<b>Cust total</b>	<b>7000235</b>			1,768.82	0.00	1,768.82
<b>Agent total</b>	<b>0008962</b>			328,548.24	1,475.42	327,072.82

The document shows the total debit and credit balance for a particular agent.