User Guide

Advanced Commisions Management

ALTERNA MODEL

Document Revision

Rev. n°	Date	Revision
00	01/04/2020	Emission

SUMMARY

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

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 refered 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.
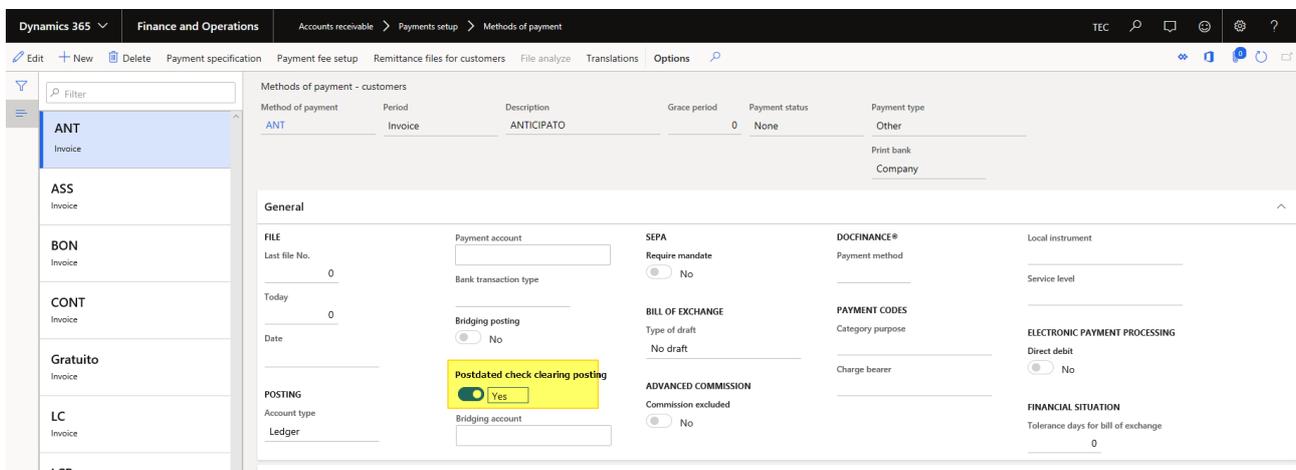
2.2 The hierarchy structure management

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

Maintain advanced commercial agreement -> Setup→ Hierarchies→Hierarchy structure
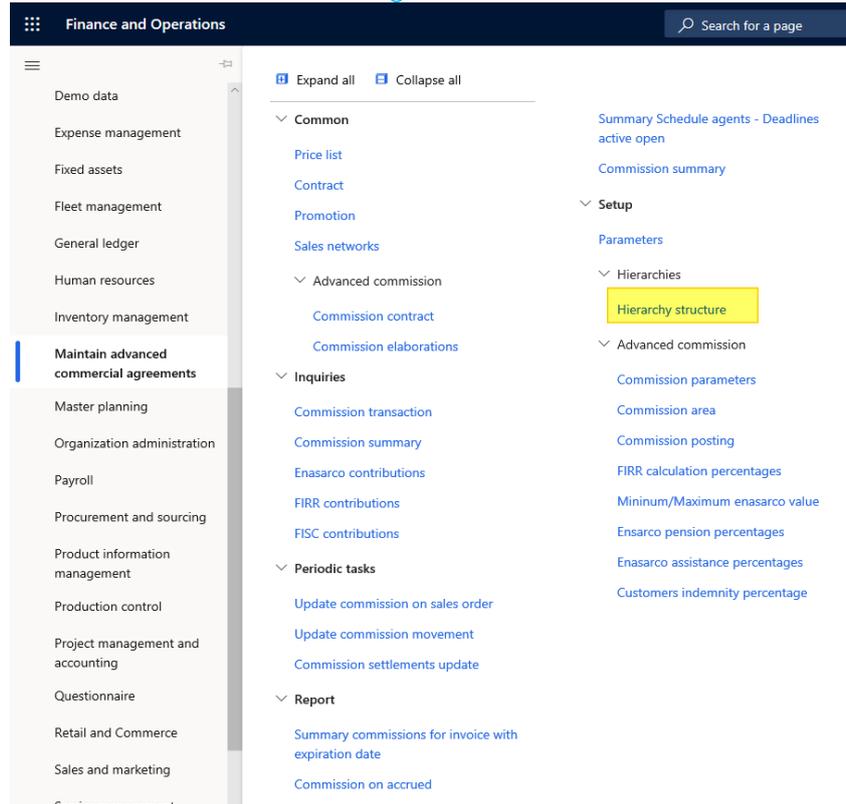
This feature allows you to determine which fields to report in the "Validation Condition" phase

Create a new hierarchy structure by clicking on **New**
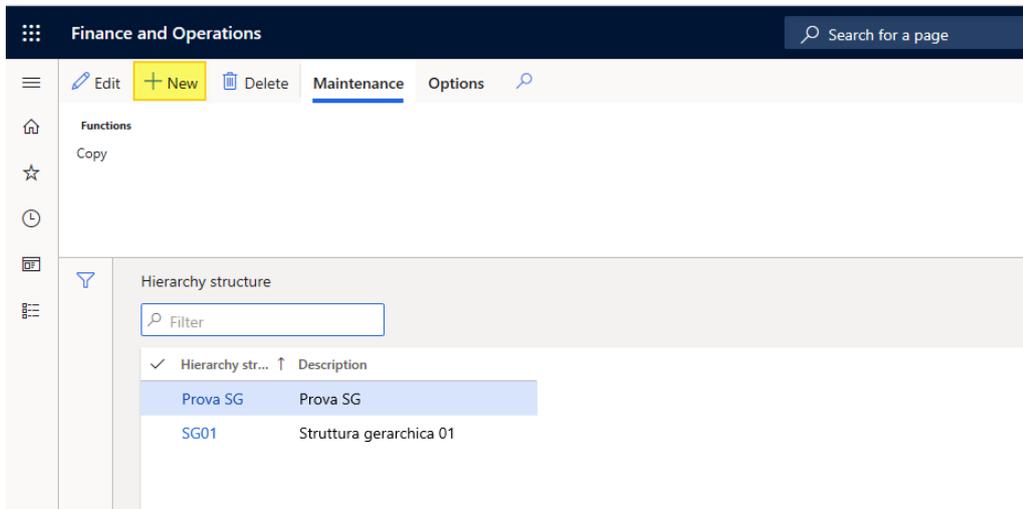
In the Hierarchy Structure it is possible to parameterize the criteria (which fields of which tables) that must be used for the definition of the "Validation Conditions" of a price list and / or contract.

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	Description
HS	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	Field name
Items	Item number

POSITION

Headside
🔵 Yes

Side
0

Priority
0

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
⌄	⌄	⌄

Item number	Cost group	Coverage group
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.

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
*	*	

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.

- Nazional Agents → FORITA

- Intra UE Agents → FORCEE

- Extra UE Agents →FOREXCEE

	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				FOREXTCEE	USD	No
	UE Vendor	vendor 5				FORCEE	EUR	No
✓	UE Vendor	vendor 6				FORCEE ∨	EUR ∨	No

Tutti i fornitori
Filtro

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	ADVANCED COMMISSION	Enasarco position number	Enasarco subject	Agent type	Enasarco period
Commission subject	Start contract date		Yes	Person	Quarter
Yes	1/1/2020	Enasarco position number			
	End contract date		Contract type	Settlement type	Customers indemnity subject
			Single emissary	On invoice	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

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

Invoice and delivery   -- | -- | -- | -- | -- | IT_DOM | ∧

INVOICE		OFFSET ACCOUNT	DELIVERY		
Invoice account	Vendor price tolerance group	Account type	UPS zone	Mode of delivery	Prices include sales tax
		Ledger			⬤ No
Number sequence group	Vendor exception group	Offset account	Delivery terms	Destination code	Tax exempt number
IT_VENDOM					03844300966

SALES TAX

Sales tax group
IT_DOM

WITHHOLDING TAX

Calculate withholding tax
⬤ Yes

Withholding tax group
RAG20

Below an example of withholding tax groups.

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

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.

Part 1

Click on "new"

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.

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

All customers

0000010 : L'AGRICOLA TORTONESI RITA

Sales order defaults .... -- | -- | ∧

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

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

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

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

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

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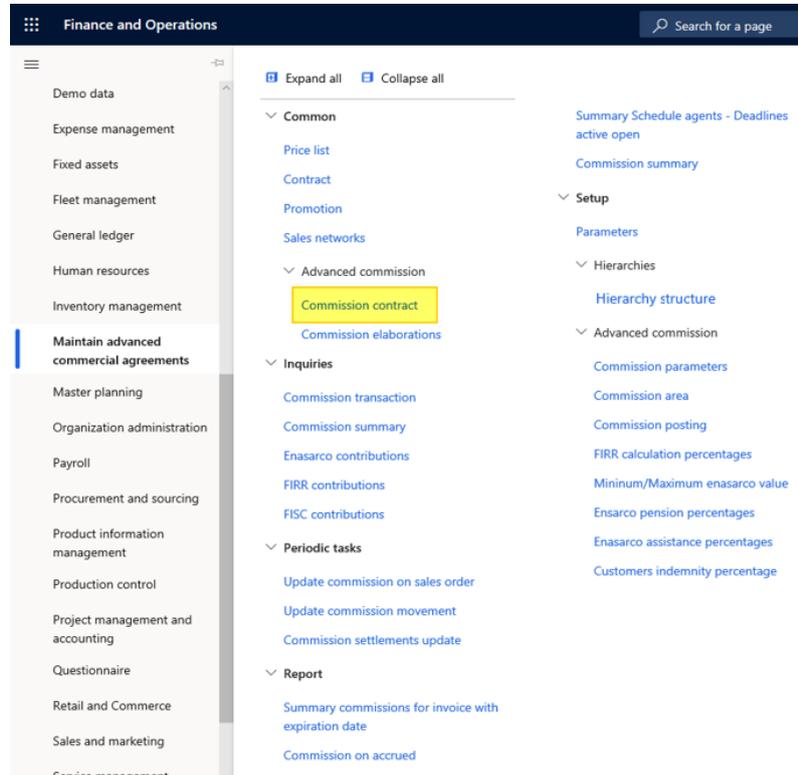
In this menu you can create / display / disable a commission contract.

The start page lists all existing commission contracts.

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

In the General section:

- **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 maste data

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

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

Returning to the commission contract screen.

- **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.

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;

(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

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

- 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)

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.

The detail commission contract form is divided into three parts:

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.
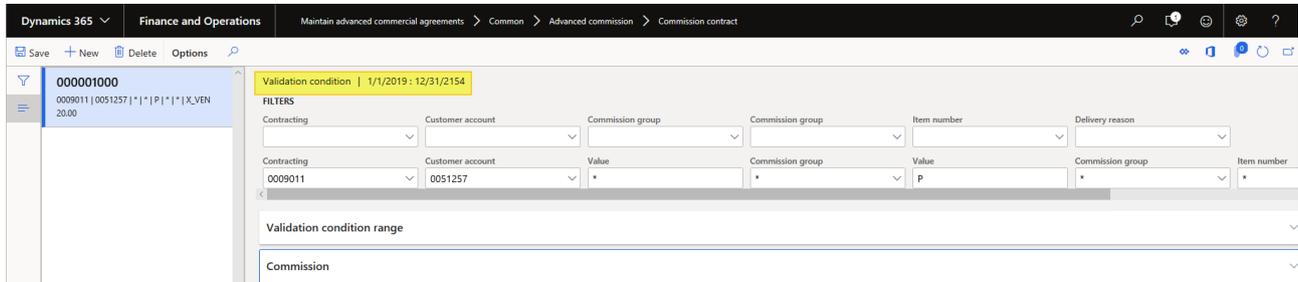
Second part→**Validation condition range** : each line of the hierarchy is associated with a specific commission detail, in which the rules for calculating commissions and their validity are defined. Some information is inherited from the commision contract header but is editable.
In addition, you can insert as many lines as you want to calculate commissions per single order line.
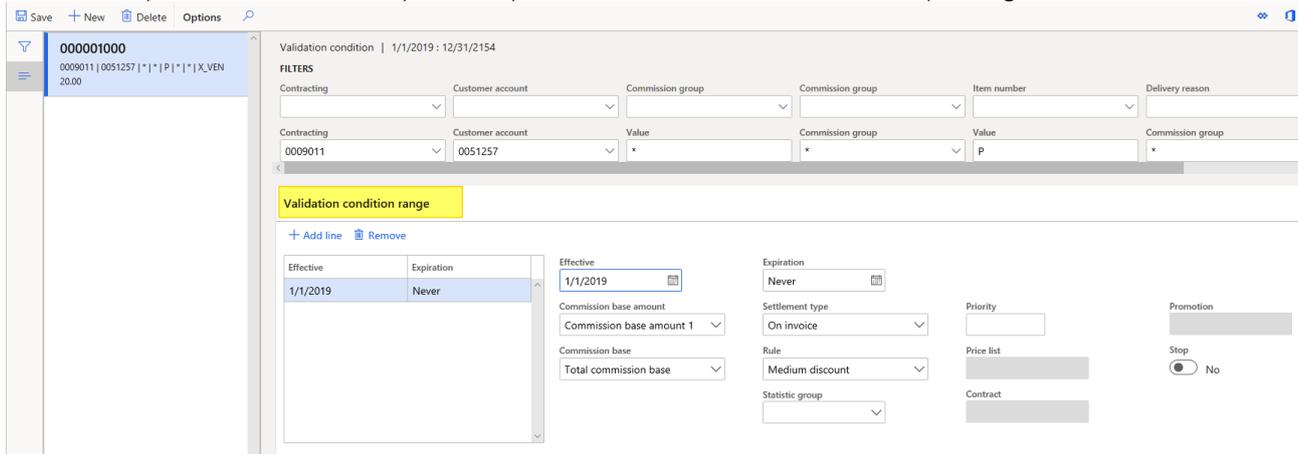
Possible values are:

- **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.

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.

<u>Commissions are managed at the level of the customer order line</u>, 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
- Commision 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*

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

Commission contract

ABZARSARA CO. : AGE-CLI-RFA-GAMMA

General

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

Version

+ Add line 🗑 Remove   Approval   Validation condition   Copy

Effective	Expiration	Active	Approved	Approved by
1/1/2019	Never	✓	✓	utente

DATE RANGE	ACTIVE	APPROVAL
Effective	Active	Approved
1/1/2019	Yes	Yes
Expiration		Approved by
Never		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 +₄ 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	ANEL.POWER 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.

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 Commision 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

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.

This is the parameter that relates directly to the head of the commission contract with " Commision 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

OTHER

Range code

Price unit
1.00

Min. order quantity
11.00

Max. order quantity
100.00

Unit
Pcs

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

GOOD DISCOUNT

Item number

Delivery reason

Unit

Quantity

Multiple
0.00

Price unit
1.00

Value
30.0000

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
QTYDISC

Condition type
Price

Description

General

LINE TYPE

Default
No

Statistic group

ADMINISTRATION

Commission 1
Yes

Commission 2
Yes

Commission 3
No

Print
No

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

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.

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.

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

- 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**

	Commission area	Contracting	Commission search date
Manual		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**

	Commission area	Contracting	Commission search date
Manual		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 list of contracts present in the system is illustrated below

From the highlighted button you can add a manual line

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:

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..

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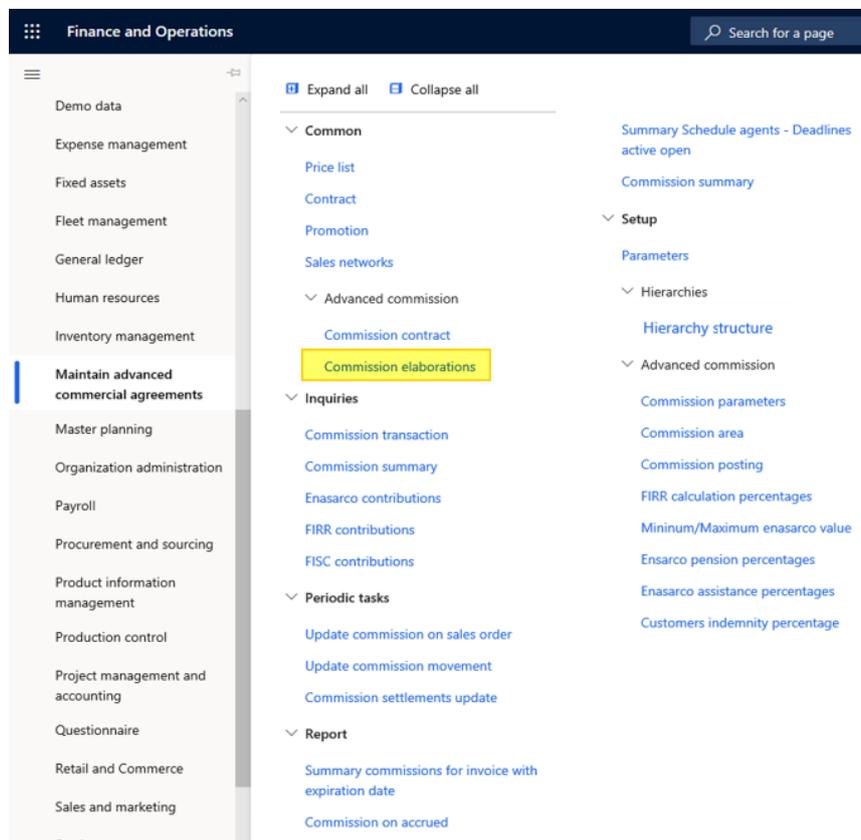
In the first mask all the details of the elaborations performed are collected.

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

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.

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.

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

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

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

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		Item code	Item relation	Category relation	Account code (account, gr...	Account relation	Sales tax group	Main account
● Commission cost	✓	All			Group	CLICEE		136704010--6640-000_000-----...
○ Commission debit		All			Group	CLIEXCEE		136704010--6640-000_000-----...
		All			Group	CLIITA		136704005--6619------31307--

Posting

Sales order

Select		Item code	Item relation	Category relation	Account code (account, gr...	Account relation	Sales tax group	Main account
○ Commission cost	✓	All			Group	CLICEE		136704010--6640-000_000-----...
● Commission debit		All			Group	CLIEXCEE		136704010--6640-000_000-----...
		All			Group	CLIITA		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 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	P
		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
0002951 ⌄		0.00

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

Amount	Settled amount	Percent
6.715.03	6.715.03	100.00

Commission cost registration journal already 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	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 <u>liquidity calculation</u>, which must be launched <u>if the agent will be liquidated on the basis of the total or partial collection</u> 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	Delete journals
Commission settlements update	FIRR cost registration Close commission totally payed	Delete elaboration
Commission invoice posting		

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→ commision 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		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

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

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

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,

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

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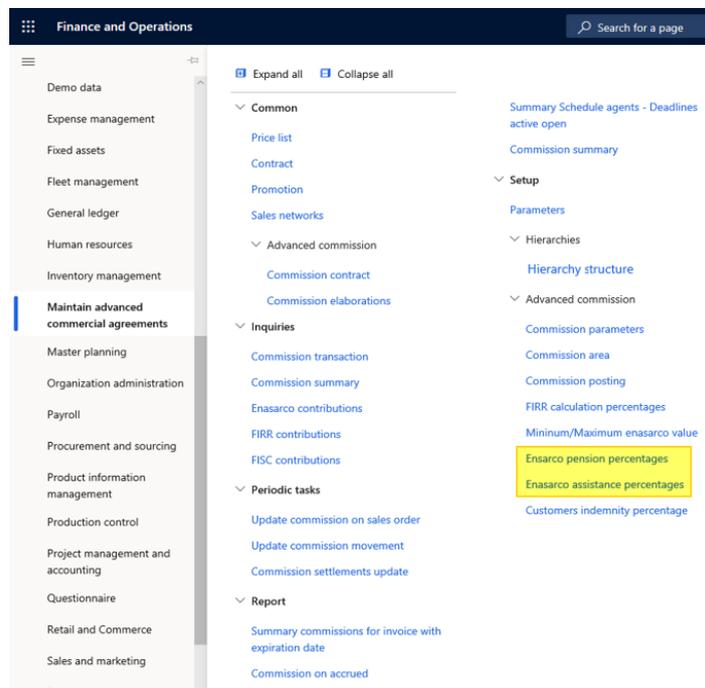
In the **Enasarco Pension Percentages** form, you can insert the following information, to be updated every year:

	Agent type	Contribution ↑	Start date	End date	Percent	Ensarco 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.

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.

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

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	Ensarco 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   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

Enasarco assistance percentages

Overview   General   **Posting**

DEBIT   **CREDIT**

Type of account   Debit posting account type
  Customer/Vendor   Ledger account

Cost   Debit posting
730000040   085402020

7.2.1.2   Maximal and minimal definitions

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

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

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.enasarco.it/Guida/contributo_massimo_annuo_massimale

7.2.1.3   Agent master data management subject to enasarco

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

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**

Lines can be added up to 100%

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

7.2.2 Generation of Pre-invoice agent and Enasarco accounting

After the launch of the "Commission Sellement 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.
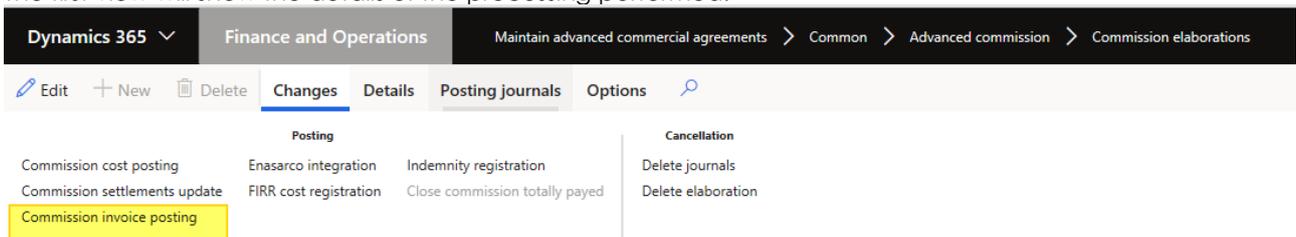
Click on **Commission invoice posting** to proceed with the creation of the invoice journal.

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.

Commission elaborations

✓	Commission el...	Contracting	Description	Execution datetime	Date filtering on activities.	Commission cost registration	Commission se...	Ensarco 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	I...	In use by
	NBG0060442	AGEITA	0	∨	0008962 - FABIO WALTER PRETTC	☐		☐		

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

| | Save | Post | Post in batch | Validate ⌄ | Period journal ⌄ | Functions ⌄ | Inquiries ⌄ | Print ⌄ | Options | 🔍 |

Balance control
Sales tax totals
Budget check errors or warnings
Total tax withhold

NBG0060442 : AGEITA

Vendor invoice journal

List | General | Invoice | Customs declaration | Cash discount | 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 amoun...	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 t...	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_50IMP	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

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**:

Go to ∨ |◁ ◁ ▷ ▷| Find ∨ Zoom ∨ ↻ Export ∨ 🖨

AM Fnc1

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Tel.:   0522956611   Fax

VAT no.:   Reg no.:

Invoice				
Invoice number	**Date**	**Agent code**	**VAT no.:**	
-	12/31/2020	0008962	03163970241	
Payment				
RICEVIMENTO FATTURA BONIFICO				
Bank				
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
	Enasarco		-1,188.97	
	Total withholding tax		-1,608.61	
	Due amount		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	☐	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	Date												
All	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 repo...	Note ID	Sequence num...	Status	Remittance nu...	Registered vou...
	AI20001008	5/4/2020	-	0008962 - FABIO WAL...	17.065,23	0.00	EUR	-7.065,23	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 PROVV. MATURATE	0008962 - FABIO WALTER PRET...	EUR	6.88	6.88	Ledger journal
1-...	DEBITI V/ AG. ITALIA X PROVV. MATURATE	0008962 - FABIO WALTER PRET...	EUR	6.22	6.22	Ledger journal
7-...	DEBITI V/ AG. ITALIA X PROVV. MATURATE	0008962 - FABIO WALTER PRET...	EUR	5.57	5.57	Ledger journal
X-...	DEBITI V/ AG. ITALIA X PROVV. MATURATE	0008962 - FABIO WALTER PRET...	EUR	4.73	4.73	Ledger journal
1-...	DEBITI V/ AG. ITALIA X PROVV. MATURATE	0008962 - FABIO WALTER PRET...	EUR	3.50	3.50	Ledger journal
7-...	DEBITI V/ AG. ITALIA X PROVV. MATURATE	0008962 - FABIO WALTER PRET...	EUR	3.26	3.26	Ledger journal
X-...	DEBITI V/ AG. ITALIA X PROVV. MATURATE	0008962 - FABIO WALTER PRET...	EUR	2.12	2.12	Ledger journal
X-...	DEBITI V/ AG. ITALIA X PROVV. MATURATE	0008962 - FABIO WALTER PRET...	EUR	1.36	1.36	Ledger journal
7-...	DEBITI V/ AG. ITALIA X PROVV. MATURATE	0008962 - FABIO WALTER PRET...	EUR	-3.21	3.21	Ledger journal
1K_...	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**
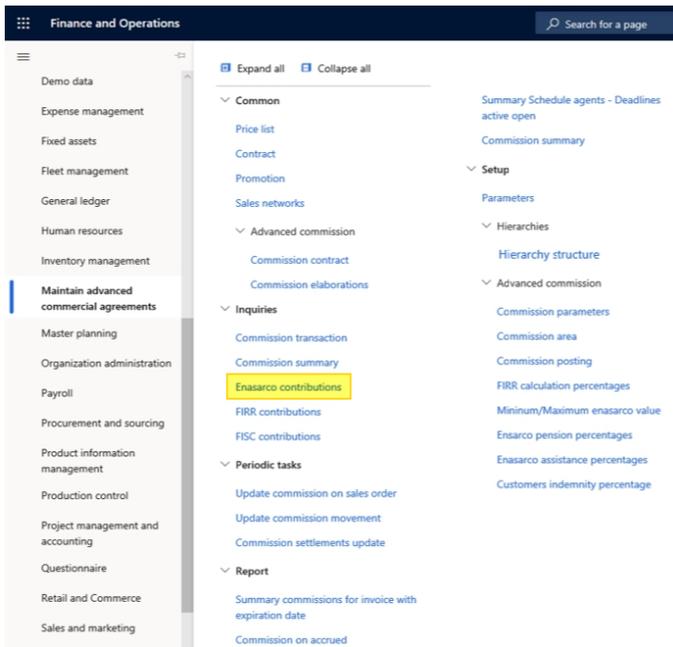
Through this view that the system will calculate the Enasarco cost and will check if the agent has reached the minimum and maximum.

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

deletion.

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

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.

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 <u>31/12 of each year</u>, 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:

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.

Firr 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 Firr 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→Firr calculation percentages**

FIRR calculation percentages

Overview | General | Posting | Agent cost posting

✓ 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 Firr, 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:
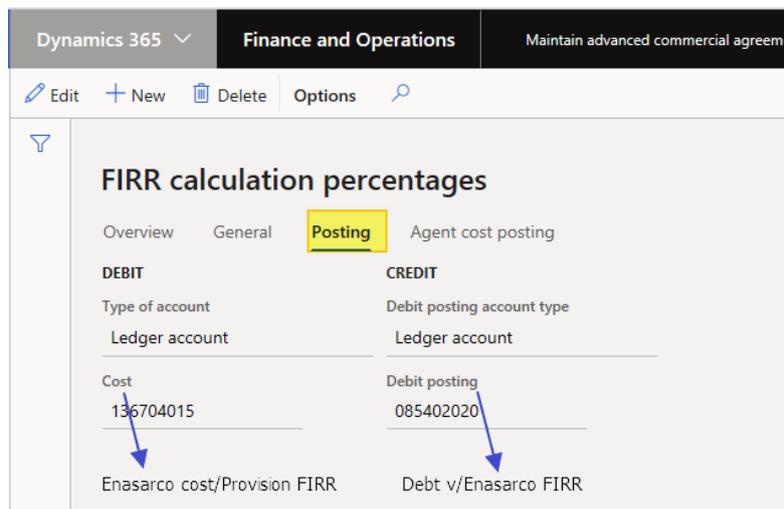
In the event that the commission contract is interrupted during the year, the company will have to pay the contribution directly to the agent, for the portion that goes from 01/01 to the interruption of the commission contract. The accounts moved will therefore be the following:
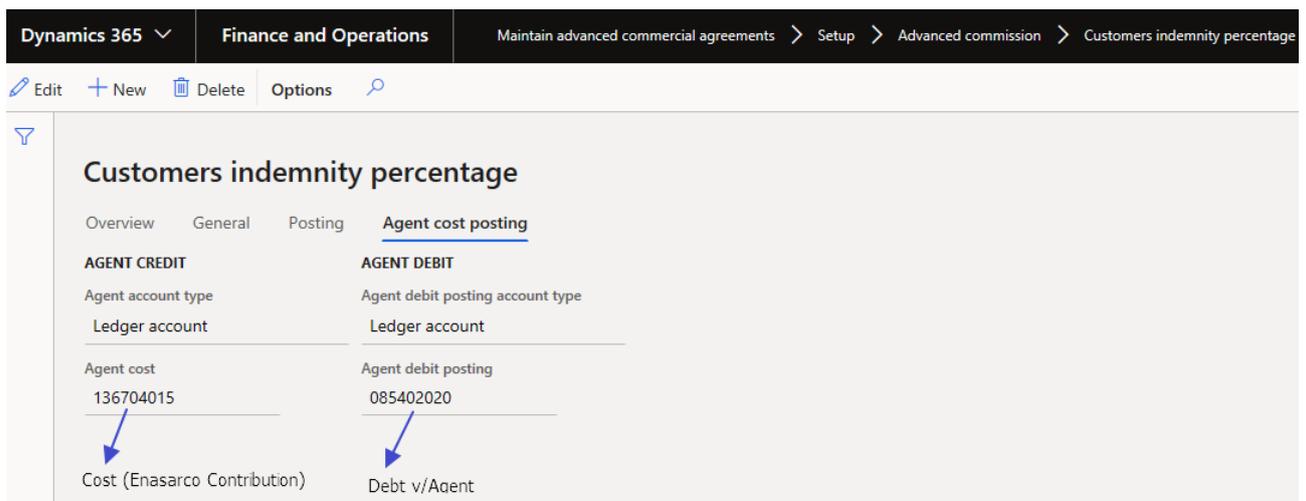
To set the interruption of the mandate, the end date of the employement must be entered in the agent master data.

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.**

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	Delete journals	
Commission settlements update	FIRR cost registration	Close commission totally payed	Delete elaboration	
Commission invoice posting				

FIRR cost registration

Parameters

From date	To date
1/1/2020 📅	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 elaborations

🔍 Filter   ☐ Show all

✓ Commission el...	Contracting	Description	Execution datetime	Date filtering on activities.	Commission cost registration	Commission se...	Ensarco 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 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"			✓		
✓ EL00000248	0008962	0008962 - FABIO WALTER PRET...	4/15/2020 06:23:32 PM	"1/1/2020".."12/31/2020"					✓

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.**

Click on **"Lines"**

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

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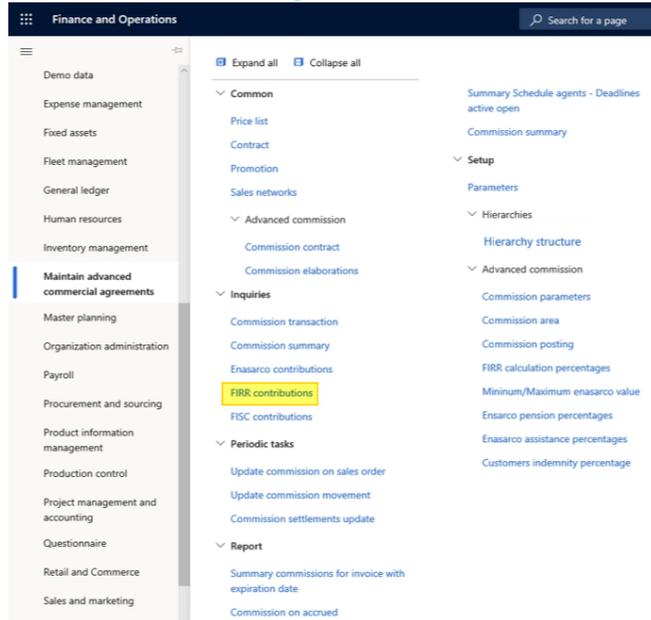
In this form, registered FIRR contributions can be posted and contributions from previous years can also be entered manually.

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 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)

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**

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

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.

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
1/1/2020

To date
12/31/2020

Only settled commissions

⬤ No

Records to include ∧

▽ Filter

VENDORS

Vendor account

Customers indemnity subject
Yes

Run in the background ∨

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 elaborations

🔍 Filter　　☐ Show all

✓	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"	
✓	EL00000249	0002951	FISC	4/15/2020 07:01:44 PM	"1/1/2020".."12/31/2020"	
	EL00000249	0003491	FISC	4/15/2020 07:01:44 PM	"1/1/2020".."12/31/2020"	
	EL00000249	0004355	FISC	4/15/2020 07:01:44 PM	"1/1/2020".."12/31/2020"	

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

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**

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 € 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 payed.

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.

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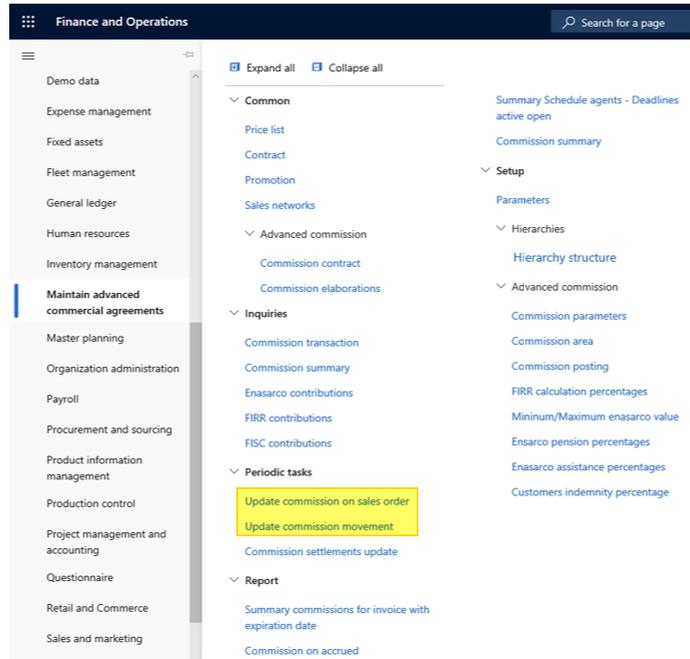
The **Update commissions on sales order** lines allows you to update the commissions on customer order lines in an open state by rereading the mandates.

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

1/1/2020

Update commission transaction fro...
No

End date

4/16/2020

Update final calculated commission...
No

Update commission transaction fro...
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.
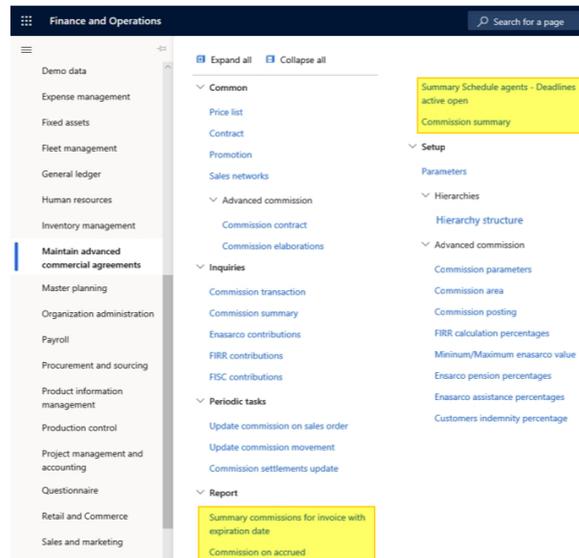
The most commonly used are:

- 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:

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:

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

To date
12/31/2020

Include closed commission transacti...
○ No

Language

Only commissions to be settle
○ No

Destination

⇄ Change

Screen

Records to include

▽ Filter

VENDORS

Vendor account
0008516

Invoice date

Statistic group (Record-ID)

COMMISSION TRANSACTION

Invoice

Run in the background

OK Cancel

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 statistico	Tipo provvigione	Liq.	% liquidabilità	Codice IVA in fattura
2019/FTE-2021-10	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-2113-10	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-2930-10	12/02/2019	Fattura	C008771	PROCERAM A.S.	1.571,91	EUR	5,97	93,85	EUR	93,85	0,00	0,00	93,85		Alla liquidazione totale	93,85	100,00	
2019/FTE-3228-10	15/02/2019	Fattura	C008771	PROCERAM A.S.	811,40	EUR	6,32	51,25	EUR	51,25	0,00	0,00	51,25		Alla liquidazione totale	51,25	100,00	
2019/FTE-3288-10	15/02/2019	Fattura	C008771	PROCERAM A.S.	116,80	EUR	4,98	5,82	EUR	5,82	0,00	0,00	5,82		Alla liquidazione totale	5,82	100,00	
2019/FTE-3785-10	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-5718-10	19/03/2019	Fattura	C010992	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-5720-10	19/03/2019	Fattura	C010995	GIENGER BOHEMIA, s.r.o.	2.691,30	EUR	1,50	40,38	EUR	40,38	0,00	0,00	40,38		Alla liquidazione totale	40,38	100,00	
2019/FTE-6277-10	25/03/2019	Fattura	C010993	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.
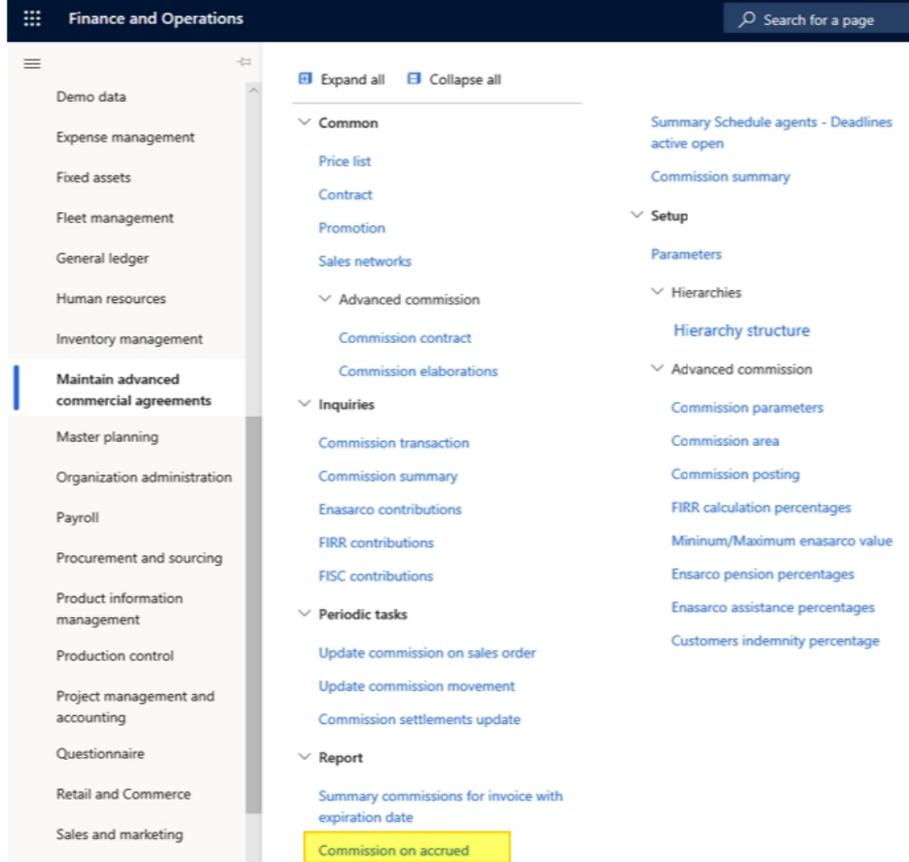
Select the date until which to start the calculation of accrued commissions.

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
4/16/2020 ▦

Destination ∧

⇄ Change

Screen

Records to include ∧

▽ Filter

COMMISSION TRANSACTION

Transaction status	Commission transaction ID
Open	
Invoice date	Commission contract (Record-ID)
Item number	Currency
Contracting	Customer account
0008516	
	Customer group

Run in the background ∨

OK   Cancel

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

AltCommissionTotalQuery

Select query
Query used   Modify... ∨

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	

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.

Go to ⌄ |◁ ◁ ▷ ▷| Find ⌄ Zoom ⌄ ↻ Export ⌄ 🖶

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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	0.00
071000006BR	POMELLO X TEST.SEMIAUT.COMPL.	EUR	47.64	5.00	2.38	2.38	2.38	0.00	0.00
072700046R	GABB. K 09X12X11,5 FKIV1(C:2)	EUR	12.90	5.00	0.65	0.65	0.65	0.00	0.00
072700075A	GUARNIZIONE MARMITTA	EUR	3.54	5.00	0.18	0.18	0.18	0.00	0.00
072700076CR	GUARN.ASPIR.(C:5PZ.)	EUR	6.78	5.00	0.34	0.34	0.34	0.00	0.00
072700085BR	PULEG. AVV.	EUR	34.44	5.00	1.72	1.72	1.72	0.00	0.00
074000242R	FILO ACCEL.L.407 CON TENDIT. ZNB	EUR	30.60	5.00	1.53	1.53	1.53	0.00	0.00
074000301	FILO ACCEL.L.1055 C/MOLLA	EUR	55.74	5.00	2.79	2.79	2.79	0.00	0.00
093000468A	VITE TCTC M 5X22 FISS.COPERC. IMPERDIBILE	EUR	0.83	5.00	0.04	0.04	0.04	0.00	0.00
094500761A	KIT CAMPANA P. .325" 7D	EUR	61.59	5.00	3.08	3.08	3.08	0.00	0.00
2501002R	BOBINA DIGITALE COMPL. WALBRO MBU 53A	EUR	22.28	5.00	1.11	1.11	1.11	0.00	0.00
2501009R	BOBINA ELETTR.CAPAC. X D.90	EUR	101.23	5.00	5.06	5.06	5.06	0.00	0.00
300000035R	GUARN. MARM. S30	EUR	2.63	5.00	0.13	0.13	0.13	0.00	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	0.00
68240124R	BELT	EUR	33.96	5.00	1.70	1.70	1.70	0.00	0.00
68240164R	BELT	EUR	22.13	5.00	1.11	1.11	1.11	0.00	0.00
Invoice total	VCE1901759		73.63		3.69	3.69	3.69	0.00	0.00
Cust total	5087510		73.63		3.69	3.69	3.69	0.00	0.00
Cust group total			125,695.02		6,285.13	6,285.13	5,981.44	303.69	0.00
Agent total	0008516		125,695.02		6,285.13	6,285.13	5,981.44	303.69	0.00

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**

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

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

AltDeadlineAgentQuery

Select query

| Query used ∨ | Modify... ∨ |

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.			
Invoice	Expiring	Date	Payment method	Debit	Credit	Balance
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
Cust total	0000055			1,076.28	0.00	1,076.28
Customer	0000138		COMER S.R.L.			
Invoice	Expiring	Date	Payment method	Debit	Credit	Balance
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
Cust total	0000138			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
Cust total	7000235			1,768.82	0.00	1,768.82
Agent total	0008962			328,548.24	1,475.42	327,072.82

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