

QCommission Sample Plan Reseller Business Data

Introduction

Resellers are firms that are in the business of reselling products to end consumers. They can source the products from manufacturers, wholesalers and distributors (generally Providers). Resellers perform an important role in the supply chain of products between manufacturers and consumers. Resellers are found in almost every type of industry from housing to technology.

This document is a partner document to the Reseller Business document. It provides the data used in the Reseller Sample Database.

The data below describes sales commission plans for the 'Office Building Solutions Inc.' company. The data covers fiscal year 2005 with actual transactions in period 1.

Setup Data

This section covers all the setup data necessary for processing.

Company

The company is named **Office Building Solutions, Inc.**

Calendar

The calendar to be used will be for the fiscal year 2005. Calendar will be monthly, corresponding to Calendar weeks, starting from Jan 1, 2005.

Payees

The following are the Payees in the system. Sales Reps and their managers are represented here. The Payees are associated with a single organizational unit.

Payee Type	Payee Id	Name	Organizational unit	Job Category
Salesrep	Aroderick	Al Roderick	West Office	Sales Rep
Salesrep	Bmasters	Beth Masters	-----Do-----	Sales Rep
Salesrep	Clords	Carrie Lords	-----Do-----	Consultant
Salesrep	Dcarpenter	Doug Carpenter	-----Do-----	Consultant
Sales Mgr	Jsmith	John Smith	-----Do-----	Sales Manager

Sales Organization

The sales organization has no layer; it is simply represented by the company.

Unit Id	Layer	Name	Comments
OBSI	Level1	Office Building Solutions, Inc.	
West Office	Level2	West Office.	
East Office	Level2	East Office.	

Customers

Customers are organized as small business, medium and large businesses.

Customer	Layer	Desc
Enterprise	Customer Level1	
Crossroads Properties	Customer Level2	
Oracle Inc	Customer Level2	
Medium Business	Customer Level1	
California Publishing	Customer Level2	
Peete's Coffee	Customer Level2	
Small Business	Customer Level1	
Able Car Rental	Customer Level2	
Worth Accounting Service	Customer Level2	

Customer Jobs

Customers are organized as small business, medium and large businesses. The jobs are associated with certain sales reps.

Customer	Layer	Associated Payee
Crossroads Properties		
Network Upgrade	Customer job Level1	Aroderick
Oracle Inc		
Building 6	Customer job Level2	Bmasters

Product

The products represent the types of services provided:

Product	Layer	Cost
Products	Product Level 1	
Building Equipment	Product Level 2	
APS Power Guard	Product Level 3	
OTIS Lift Systems	Product Level 3	
Computer Equipment	Product Level 2	
Intel Xeon Multi	Product Level 3	
Sun ES400	Product Level 3	
Network Equipment	Product Level 2	
Cisco Router	Product Level 3	
McAfee Firewall	Product Level 3	
Services	Product Level 1	
Clords Consulting	Product Level 2	55
Dcarpenter Consulting	Product Level 2	50

Vendors (Providers):

Vendors here represent the suppliers of products and services to be resold.

Vendor	Layer	Commission Rate
APS Power Systems	Vendor level 1	
Cisco Systems	Vendor level 1	
Intel Inc	Vendor level 1	
McAfee Systems	Vendor level 1	
Otis Lifts	Vendor level 1	
Sun Microsystems	Vendor level 1	

Performance Category:

The incentives are designed to incent the following performance categories. While setting up Incentives, the crediting and calculation should be looked at carefully to figure out which performance category to assign to the incentive.

Performance Category
Product Revenue
Service Revenue
Product Gross Profit
Service Gross Profit
Billable Hours

Transactions:

The transaction data is designed to affect the plans listed in this document. The data is designed to exercise all the plans and incentives established in the system.

Per	Txn Date	Paid Date	Txn #	Line #	Product	Sales Amt	Cost	Gross Profit	Qty/Hours	Customer: Job
1	Jan/1/05	Jan/1/05	AA001	1	Cisco Router	50000	20000	30000	20	Crossroads Properties: Network Upgrade
1	Jan/1/05	Jan/1/05	AA001	2	McAfee Firewall	20000	8000	12000	5	Crossroads Properties: Network Upgrade
1	Jan/3/05	Jan/13/05	AA002	1	Clords Consulting	12000	5500	6500	100	Crossroads Properties: Network Upgrade
1	Jan/3/05	Jan/13/05	AA002	2	Dcarpenter Consulting	8000	4000	4000	80	Crossroads Properties: Network Upgrade
1	Jan/10/05	Jan/10/05	AC001	1	Otis Lift Systems	100000	60000	40000	1	Oracle Inc: Building 6
1	Jan/10/05	Jan/10/05	AC001	2	APS Power Guard	10000	4000	6000	1	Oracle Inc: Building 6
1	Jan/13/05	Jan/13/05	AC002	1	Clords Consulting	7200	3300	3900	60	Oracle Inc: Building 6
1	Jan/13/05	Jan/13/05	AC002	2	Dcarpenter Consulting	8000	4000	4000	80	Oracle Inc: Building 6
1	Jan/15/05		AE001	1	Intel Xeon Multi	30000	10000	20000	10	Oracle Inc: Building 6
1	Jan/15/05		AE001	2	Sun ES400	60000	40000	20000	1	Oracle Inc: Building 6