

[Home](#) [FAQ page](#) [SmartBilling 5.0](#)

## Commission Plans

SmartBilling is smart and allows the operator to create the commission plan. Once more the system is flexible to adapt to the format of the company by selecting fields as seen in 2.1.2

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SmartBilling currently allows the definition of a commission plan according to the following criteria:

? Service / Product / Charge / Sub-charge

? Contract Type

Commission plan details can further be refined to include restrictions for

? Minimum Price

? Minimum Quantity

? Minimum Margin

When the Commission Plan Detail restrictions are met, the commission calculation can be defined according to the following criteria

? Top-up %: an override percentage paid to the parent agent of the agent receiving the commission. Paid in addition to the commission calculated according to the plan detail.

? First Invoice Bonus: a percentage of the charge revenue paid on the first invoice only. This percentage is in addition to the commission calculated according to the plan detail

? The Plan Detail commission can be calculated according to the following methods:

? \$ per unit

? \$ per unit over a minimum quantity (quota)

? % of margin

? % of margin over a minimum dollar value

## Commission\_Plans

? % of price

? The commission can be calculated upon one of the following conditions is met:

? Invoice has been posted

? Invoice has been paid

Commission plan details are specified with an effective date and an expiry date, allowing multiple commission plans to be entered into the system as long as their effective periods do not overlap.

[Previous](#) | [Next](#)

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[Home](#) [FAQ page](#) [SmartBilling 5.0](#)