		Organizzazione Progetti Gestionali

The "Commercial Agents" module allows you to manage agents' commissions, generating, from each of the customer invoices, the corresponding commission invoices to suppliers.

General characteristics of the module are:

- the possibility of defining the custom text to be included in the lines of supplier invoices (substitution variables are allowed)
- the calculation of the commissions can be done:
  - . in absolute value
  - . percentage of turnover
  - . percentage on the margin
- up to 3 commissions are possible for each customer invoice
- the margin of the customer invoice is calculated including the commissions and displayed in the appropriate section of the margins on the invoice page
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An analysis of the margins (general, per customer, ...) including commissions completes the functionality of the module.
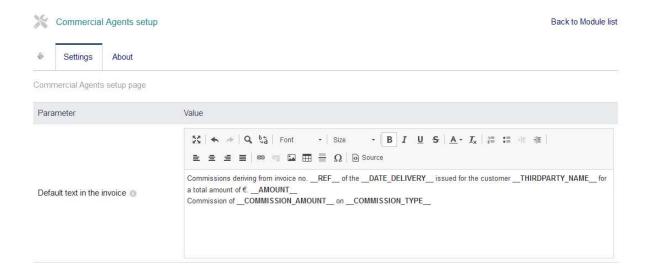
1) Module configuration

During the setup phase it is possible to define the text that will be inserted in the lines of the invoices for the agents and identifying the commission.

Notice how:

- the use of Dolibarr's substitution variables is possible
- the following 2 substitution variables are also available
  - __COMMISSION AMOUNT__ amount of the commission
  - __COMMISSION_TYPE__ type of commission (value, turnover, margin)

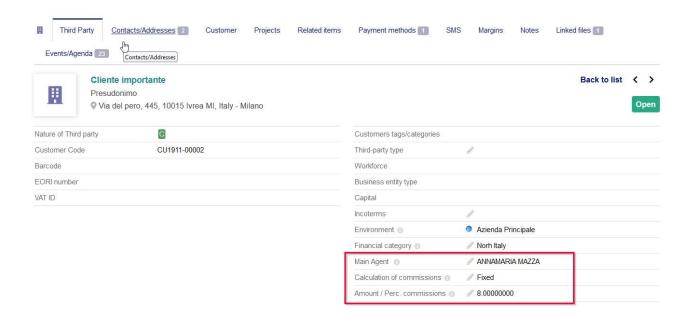|		**Organizzazione Progetti Gestionali**

2) Use of the module

2.1) Set default for the customer

For each customer it is possible to set the following default values that will be proposed in the corresponding invoices:
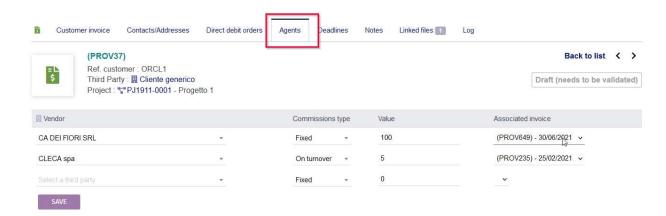
- Principal Agent
- Type of commission calculation (value, turnover, margin)
- Amount or percentage of commissions

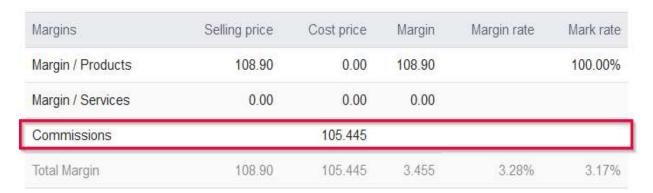## 2.2) Invoicing operations

At the time of invoicing, a specific Tab allows you to enter commission data.

Note that the invoices in the list are the only invoices in "Draft" status relating to the selected supplier.
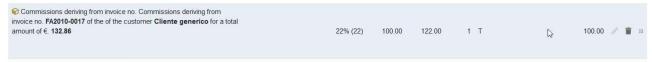
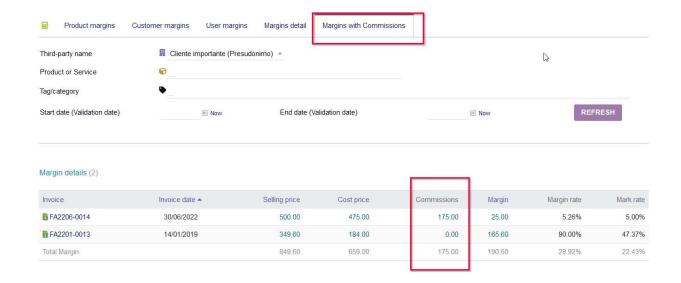Upon confirmation of the commissions, the values entered are calculated and entered in the margins section

Margins	Selling price	Cost price	Margin	Margin rate	Mark rate
Margin / Products	108.90	0.00	108.90		100.00%
Margin / Services	0.00	0.00	0.00		
Commissions		105.445			
Total Margin	108.90	105.445	3.455	3.28%	3.17%

When the customer invoice is confirmed, the corresponding lines are generated in the selected supplier invoice (on invoices).

Commissions deriving from invoice no. Commissions deriving from invoice no. **FA2010-0017** of the of the customer **Cliente generico** for a total amount of €. **132.86**	22% (22)	100.00	122.00	1 T		100.00

By returning the invoices in draft state, the lines will be deleted.

2.3) Margin analysis

Finally, a new item was added to the margin analysis.

	Product margins	Customer margins	User margins	Margins detail	Margins with Commissions

Third-party name   Cliente importante (Presudonimo) ▾

Product or Service

Tag/category

Start date (Validation date)   Now   End date (Validation date)   Now   REFRESH

Margin details (2)

Invoice	Invoice date ▲	Selling price	Cost price	Commissions	Margin	Margin rate	Mark rate
FA2206-0014	30/06/2022	500.00	475.00	175.00	25.00	5.26%	5.00%
FA2201-0013	14/01/2019	349.60	184.00	0.00	165.60	90.00%	47.37%
Total Margin		849.60	659.00	175.00	190.60	28.92%	22.43%

The commission column was also included in the list of active invoices, but it was not possible to recalculate the margins here.

Payment Term	Amount (excl...	Margin	Margin rate	Mark rate	Commissions	Status	
30/60 gg DFFM	139.61	39.61	39.61%	28.37%	20.00	Draft	☐
	-61.00	-61.00			0.00	Refunded or converted	☐
30/60 gg DFFM	100.00	100.00		100.00%	0.00	Started	☐
30/60 gg DFFM	500.00	200.00	66.67%	40.00%	175.00	Not paid	☐