

DSD Business Systems

Sage 100 Enhancements

Sales Order Enhanced Commission

Version 6.20



Information in this document is subject to change without notice.

Copyright 1993-2020, DSD Business Systems All rights reserved.

S/O Enhanced Commission User's Manual
Version 6.20

15 January, 2021

DSD Business Systems
8787 Complex Drive
Suite 400
San Diego, CA 92123
858/550-5900 8:00am to 5:00pm PST
858/550-4900 Fax

Trademarks

ProvideX® is a Trademark of Sage Software.

Windows is a trademark of Microsoft Corporation.

Sage 100® is a registered trademark of Sage Software.

PXPlus® is a registered trademark of PVX Plus technologies

All other product names and brand names are service marks, and/or trademarks or registered trademarks of their respective companies.

This documentation and the software described herein, is prepared and published under license. Sage Software has not tested or verified either the software or any representation in this documentation regarding the software. Sage Software does not make any warranty with respect to either this documentation or the software described herein, and specifically disclaims any warranty, express or implied, with respect hereto, including the warranties of fitness for a particular purpose and merchantability.

Table of Contents

| | |
|---|-----------|
| SECTION A: INTRODUCTION | 5 |
| WEB RESOURCES | 5 |
| SUPPORT | 5 |
| ENHANCED COMMISSION FOR SALES ORDER | 6 |
| SECTION B: GETTING STARTED | 7 |
| REQUIRED LEVELS | 7 |
| INSTALLATION | 7 |
| DSD ENHANCEMENT CONTROL PANEL | 9 |
| SECTION C: SYSTEM OPERATIONS | 11 |
| SOEC COMMISSION CLASS MAINTENANCE | 11 |
| S/O LINE ITEM COMMISSION MAINTENANCE | 12 |
| S/O INVOICE LINE ITEM COMMISSION CLASS PROCESSING | 13 |
| SECTION D: UNINSTALL DSD ENHANCEMENTS | 14 |

Section A: Introduction

This manual contains a description and instructions for this DSD product. Operating instructions are included for the features added by this product to Sage 100. For instructions on using Sage 100, refer to the appropriate Sage 100 manual, or call your Sage 100 reseller. DSD Business Systems offers excellent Sage 100 support, at an hourly rate.

Web Resources

DSD web site: <http://www.dsdinc.com>

The Enhancement page contains:

- Current Release Schedule*
- Purchasing Information*
- Installation Instructions*
- Product Support*
- Enhancement Links*

SOEC Enhanced Commission A/R Invoice Entry:

<http://www.dsdinc.com/enh/pages/SOEC.htm>

The product web page contains:

- Product Description*
- Web Links*
- Current Product Version Table*
- Product Installation File Download*
- Product Manual in .pdf Format*
- Revision History*
- FAQ*

Support

DSD provides product support through Sage 100 resellers. Support is provided for the current version. Older versions are supported at an hourly rate. DSD's telephone number is **858-550-5900**. Fax: **858-550-4900**.

For a hard error, where the program displays an error dialog, report:

- Error number.*
- Program name.*
- Line number.*
- Program version.*

*Exact sequence that caused the error, including menus and menu selections.
Other pertinent information.*

If leaving a message or faxing, please include:

Your name.

Your phone number (and fax if applicable) and extension.

It is possible to be unable to duplicate a problem, because of data corruption or because we have not exactly duplicated a particular operating environment. In such circumstances, we can only continue to try to fix the problem if we can either access the system with Symantec PCAnywhere or by some other means access or duplicate the system.

Enhanced Commission for Sales Order

SOEC is designed to enhance the way in which salesperson commissions are calculated in Sales Order through the creation and assignment of line level **Commission Tier Rate Classes**.

SOEC utilizes the Line Item Commission feature that exists in the Sales Order module in standard Sage 100 for its integration point.

Section B: Getting Started



- **If you reinstall or upgrade one of the Sage 100 modules listed in the following table, you must also reinstall this Enhancement.**
- Enhancements from different Sage Developers are generally not designed to work together. If installed together, problems are likely to occur.
- **Check with DSD before installing more than one Enhancement.**

Required Levels

| Sage 100 Module | Module Required | Required Level |
|-----------------|-----------------|----------------|
| S/O | Y | 6.20 |

Installation

1. **Back-up:** Exit all Sage 100 sessions. Back-up existing Sage 100 data.
2. **Check Levels:** Sage 100 module levels **must match** those listed above.
3. **Run Enhancement Setup Program:** Save the executable installation program (sent to you or downloaded from our website) in a convenient location on the Sage 100 server. Launch the program from Windows Explorer or by selecting Start/Run, and then browse for the file in the location you saved it. Follow on-screen instructions.
4. **Send your Sage Serial Number to your DSD Representative:** Send your Sage Serial Number to your DSD representative in order for us to send you back the encrypted keys to unlock your system. This serial number can be found in Library Master\Setup\System Configuration, Tab 3. Registration as Serial Number.
5. **Re-Start Sage 100:** Sage 100 will be updated.
6. **Unlock the Enhancement:** DSD Enhancements must be unlocked to run. When any part of the Enhancement is run for the first time, the **DSD Enhancement License Agreement and Activation** window will appear. Follow the steps shown on that window. *You can click the Help button for more detailed instructions.*

Note: On the next page is a screenshot of the DSD Enhancement License Agreement and Activation window.

After accepting the License Agreement, you can then select the type of unlocking that you'd prefer. The choices are File, Web, Demo and Manual Entry.

File Unlock: After receiving your encrypted serial number key file from DSD, and placing that file in the MAS90/SOA directory, selecting this option will unlock all products keys contained in the file. This means you can unlock all enhancements at once using this option.

Web Unlock: If the system that is running the DSD Enhancement *has web access* and you *have sent DSD your Sage Serial number*, you can unlock the Enhancement without assistance using Web Unlock. When this option is selected, the program will attempt to download encrypted serial number key file from DSD *and then proceed to unlock all enhancements contained in the file*.

- The Sage 100 system that is being used must have web access for this option to be effective.
- You can send your Sage Serial Number to your DSD Enhancements sales representative.

Demo Unlock: If a Demo mode is available for the Enhancement you're running, you will be able to Demo unlock the product without assistance from DSD for demo purposes.

- Creating a Demo Unlock is a good way to temporarily unlock DSD Enhancements off-hours, if you do not have web or email access. Later, you can unlock the product fully, during business hours.

DSD Enhancement License Agreement and Activation

License Agreement

YOU MUST READ THIS AGREEMENT COMPLETELY AND AGREE BEFORE PROCEEDING. SCROLL THROUGH THIS AGREEMENT USING THE SLIDER CONTROL.

IMPORTANT: THIS SOFTWARE IS LICENSED BY DSD BUSINESS SYSTEMS, INC. TO CUSTOMERS FOR THEIR USE ONLY IN ACCORDANCE WITH THE TERMS SET FORTH IN THIS CUSTOMER LICENSE AGREEMENT. OPENING OR USING THIS PACKAGE CONSTITUTES ACCEPTANCE OF THESE TERMS. IF THE TERMS OF THIS LICENSE ARE NOT ACCEPTABLE, THE CUSTOMER MAY OBTAIN A FULL REFUND OF ANY MONEY PAID IF THIS UNUSED, UNOPENED PACKAGE IS RETURNED WITHIN TEN (10) DAYS TO THE DEALER FROM WHICH IT WAS ACQUIRED.

1 Agree to License Agreement
☒ Agree ☐ Disagree

2 Select Unlocking Type
☐ Web ☐ File
☐ Demo ☒ Manual Entry

3 Call DSD at 858-550-5900
 Have this information ready: End User Name
 Serial Number

4 Enter the following from DSD
 Activation Key:
 Click to Unlock:

DSD ABX 12/30/2016

Manual Entry Unlock: If you want to unlock a single enhancement using a single encrypted key, you can select this option and enter the 64 character key you receive from DSD by copy and paste.

Note: You can also unlock a DSD Enhancement through the **DSD Enhancement Control Panel** found on the Library Master Utilities Menu. Then, select the Enhancement with your mouse from the list of Enhancements and click the **Unlock Product** button on the right side of the window.

- Convert Data:** After unlocking, the DSD Conversion Wizard will appear. Follow on-screen instructions to complete data conversion. You can exit the conversion program without converting data. The Enhancement will not proceed, however, until data is converted. If you enter an enhanced program and data has not been converted, the conversion program will run again.

DSD Conversion Wizard: Step One, Introduction

DSD BUSINESS SYSTEMS

This company's data needs to be converted.
 This program will perform the conversion.

DSD Enhancement Control Panel

Starting with version 3.61, all DSD Enhancement products include DSD's Enhancement Control Panel. The **DSD Enhancement Control Panel** is accessed from the **Library Master Utilities** menu.

The DSD Enhancement Control Panel is a simple to use yet powerful system to help maintain DSD Enhancements installed on a Sage 100 system. To use it, select an Enhancement product from the list on the window and then click the button, on the right side of the window, which corresponds with the desired task.

View Manual: This button will display the product manual for the selected Enhancement using Adobe Acrobat. For this to be possible, the PDF file for the corresponding manual must be in the "MAS90/PDF" folder in the Sage 100 system. If the file is not present, and the system has web access, the correct PDF file will be automatically downloaded from the DSD website, put into the "MAS90/PDF" folder and then displayed.

Check the Web for Updates: This button will check the DSD website to see what the current build is the selected Enhancement and alert the user if a later version is available. *This requires an internet connection on the Sage 100 system.*

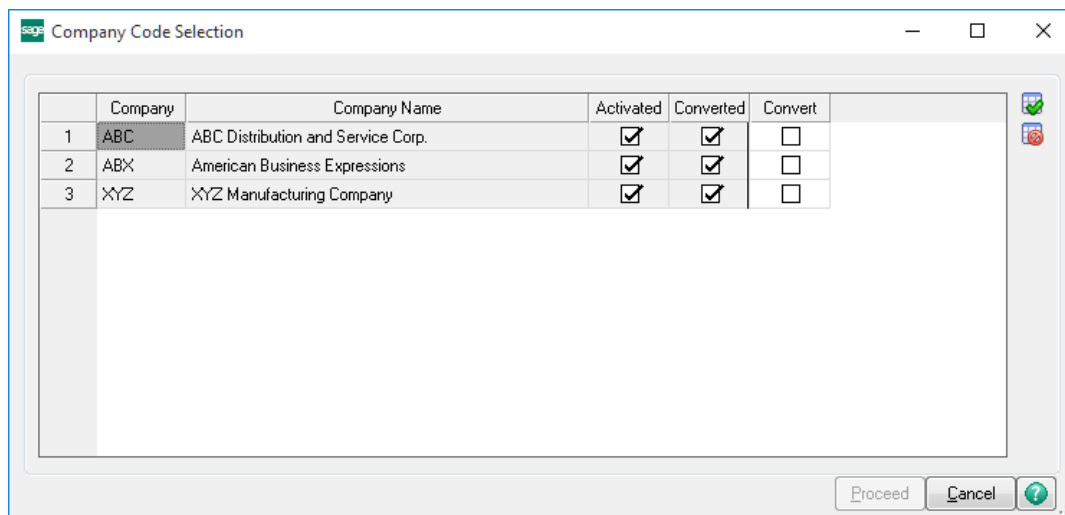
Unlock Product: This will cause the DSD Enhancement License Agreement and Activation window to appear. Using this window is described on the previous page. *This button is disabled if the selected Enhancement is already unlocked or if unlocking is not required.*

Unlock All Products: This will cause the DSD Enhancement All License Agreement and Activation window to appear. This window is similar to the one described on the previous page, but has only web and file as options to unlock. *This button is never disabled.*

Convert Data: After verification, the selected Enhancement's data conversion program will run. Data conversion is non-destructive, and may be triggered any number of times. Sometimes this is required to fix data records imported or updated from a non-enhancement installation.



Multi-Convert Data: Multiple Companies can be converted at the same time for a given Enhancement. *(If you have a large number of Companies to convert, please do in batches of 20 or fewer due to memory limitations.)*



Help: The Help button, located at the bottom right of the window, opens an HTML help file.

Get Adobe Acrobat: Opens the Adobe Acrobat website to the page where Acrobat can be downloaded and installed.

Uninstall Enhancement If this option is available, then selecting this button will start the un-install process, removing the enhancement from the system. (for more information see [Uninstall DSD Enhancements](#))

Section C: System Operations

SOEC Commission Class Maintenance

Commission Class Maintenance, found on the “Setup” Menu in the Sales Order Module, has been created to allow the creation of Commission Tier Classes.

| Step | From Discount | To Discount | Commission Rate |
|------|---------------|-------------|-----------------|
| 1 | .000 | 1.000 | 1.000% |
| 2 | 1.001 | 3.000 | 2.000% |
| 3 | 3.001 | 5.000 | 3.000% |
| 4 | 5.001 | 7.000 | 4.000% |
| 5 | 7.001 | 9.000 | 5.000% |
| 6 | 9.001 | 100.000 | 10.000% |
| 7 | .000 | | |
| 8 | .000 | | |
| 9 | .000 | | |
| 10 | .000 | | |
| 11 | .000 | | |
| 12 | .000 | | |
| 13 | .000 | | |
| 14 | .000 | | |
| 15 | .000 | | |
| 16 | .000 | | |
| 17 | .000 | | |
| 18 | .000 | | |
| 19 | .000 | | |
| 20 | .000 | | |
| 21 | .000 | | |
| 22 | .000 | | |
| 23 | .000 | | |

Each commission tier is defined by a Discount Percentage range and a corresponding Commission Rate. Up to 24 tiers can be created.

The commission rates defined in this task will override percentage rates set up in Salesperson Maintenance and Item Maintenance.

S/O Line Item Commission Maintenance

Line Item Commission Maintenance has been enhanced with the addition of an alternate Commission Type: "Class"

It's here where a Commission Class created in Commission Class Maintenance can be associated with a Line Item Commission record.

Additionally, Line Item Commission Maintenance has been modified with the addition of a new field control: Product Line. This new feature expands the line level selection functionality of this standard feature by allowing a user to define commission records associated with Product Lines in lieu of Item Codes.

Sage Line Item Commission Maintenance (ABC) 11/15/2016

Salesperson No. 01-0100
Name Jim Kentley
Customer No. 01-ABF American Business Futures
Item Code 1001-HON-H252 HON 2 DRAWER LETTER F
Product Line WF&A WORKSTATION FURN & ACCESS
Effective Date 11/01/2016

Item Commission
Commission Method Standard
Commission Rate 0.000%
Base Commission .00

Commission Type Class
[Commission Class](#) STD Standard Commission Class

Accept Cancel Delete ?

S/O Invoice Line Item Commission Class Processing

Sales Order Invoice line level Discount percentages are used to determine which Commission Class tiered Commission Rate will be used when commission calculations are performed during the Sales Journal.

The screenshot shows the 'S/O Invoice Data Entry (ABC) 11/15/2016' window. The 'Invoice No.' is 0100057. The window has tabs for 1. Header, 2. Address, 3. Lines, 4. Totals, and 5. Credit Card. The 'Lines' tab is active, showing a table of invoice items.

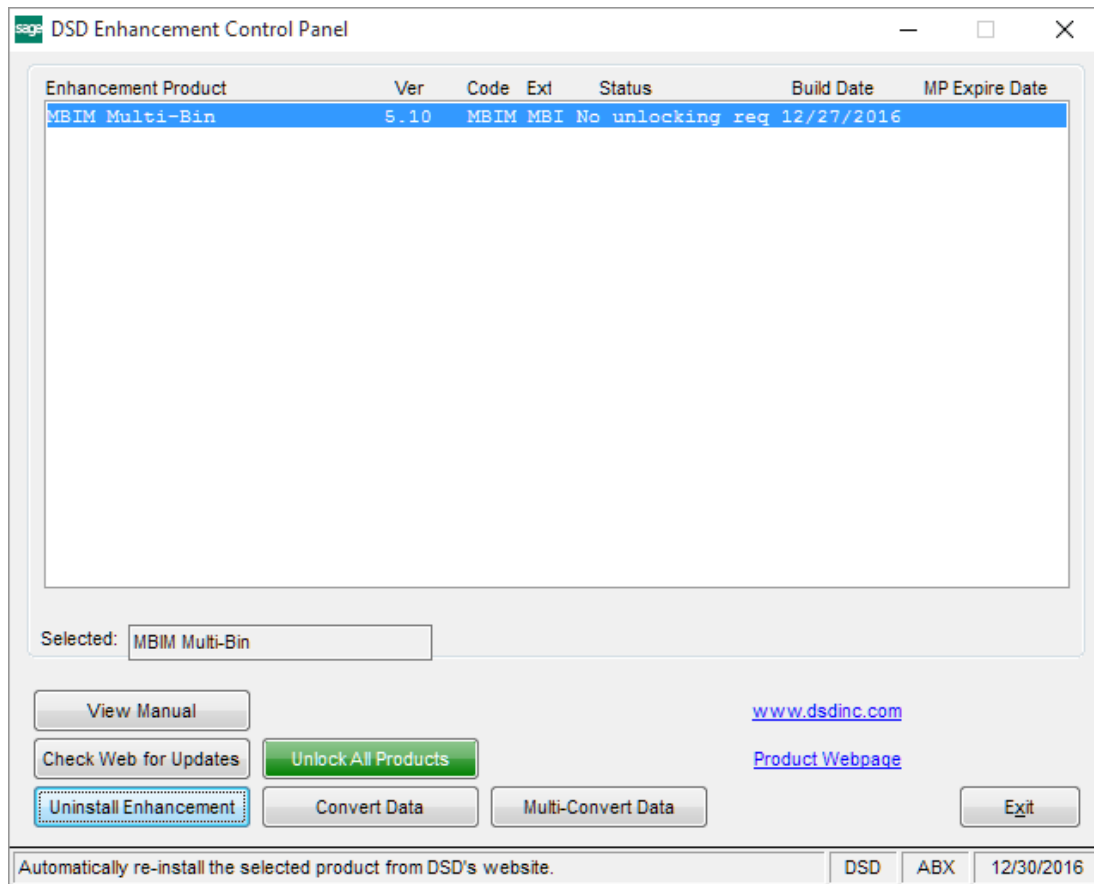
| | Item Code | Ordered | Shipped | Disc % | Unit Price | Extension |
|---|---------------|---------|---------|--------|------------|-----------|
| 1 | 1001-HON-H252 | 1.00 | 1.00 | 2.000 | 84.000 | 82.32 |
| 2 | 4886-18-14-3 | 2.00 | 2.00 | 3.500 | 45.000 | 86.85 |
| 3 | 6655 | 1.00 | 1.00 | 4.000 | 179.000 | 171.84 |
| 4 | | .00 | .00 | 0.000 | .000 | .00 |

Below the table, there are checkboxes for 'Discountable' (checked), 'Drop Ship' (unchecked), 'Commissionable' (checked), and 'Subj to Exempt' (checked). The 'Cost' is listed as 34.250. At the bottom, the 'Profit Margin %' is 58, and the 'Total Amount' is 341.01. Buttons for 'Quick Print', 'Accept', 'Cancel', 'Delete', and a help icon are at the bottom right.

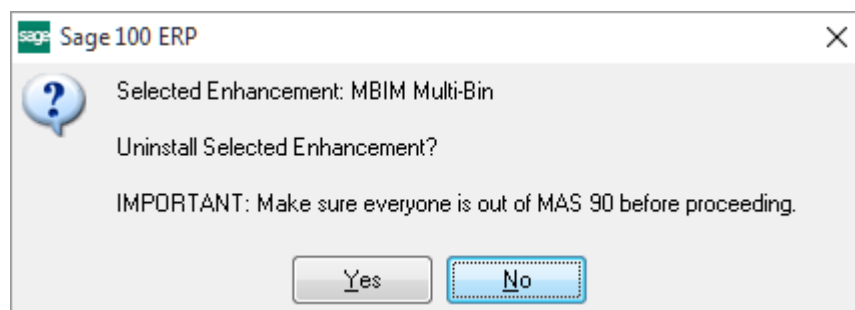
The calculated commission amounts are written back to the Commission Amount field for each item detail line in the invoice document.

Section D: Uninstall DSD Enhancements

A DSD Enhancements Uninstall Utility has been provided for the purposes of removing DSD Enhancements from your Sage 100 System. This utility may be accessed from the **DSD Enhancement Control Panel** menu option on the **Library Master / Utilities** menu.

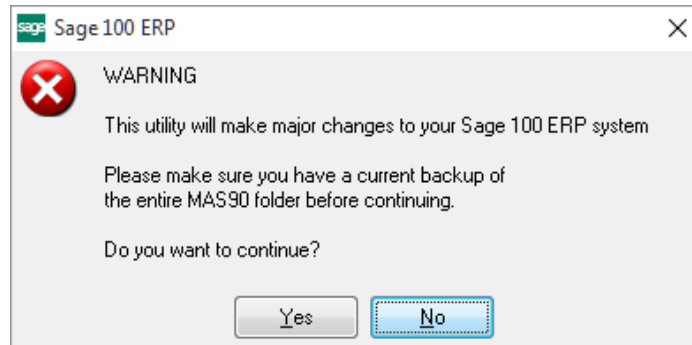


When accessing the **DSD Enhancement Control**, select the enhancement that you wish to Uninstall, and then select the **Uninstall Enhancement** button. The following message box will appear:



Select **No** to exit the Uninstall Process.
Select **Yes** to continue with the Uninstall Process.

The following message box will appear, to remind you that a complete backup of your entire Sage 100 system should be completed prior to uninstalling a DSD product.



Select **No** to exit the Uninstall Process.

Select **Yes** to continue with the Uninstall Process.

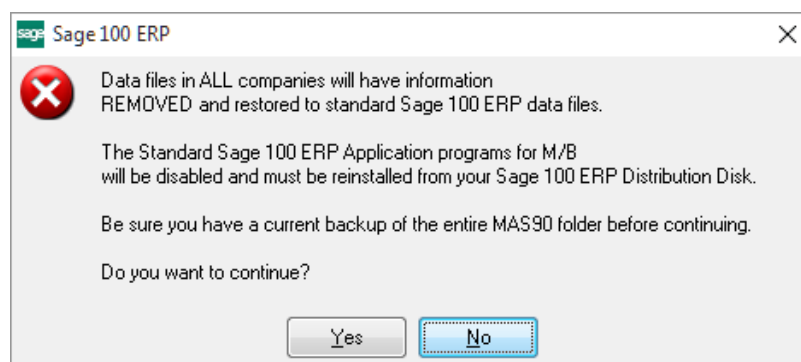
After the Uninstall of the DSD Enhancement, you MUST reinstall certain standard Sage 100 modules, followed by reinstallation of Product Updates and Hot Fixes, if applicable.

A message box will appear, and will display which of those specific Sage 100 modules you must reinstall afterwards.

Select **No** to exit the Uninstall Process.

Select **Yes** to continue with the Uninstall Process.

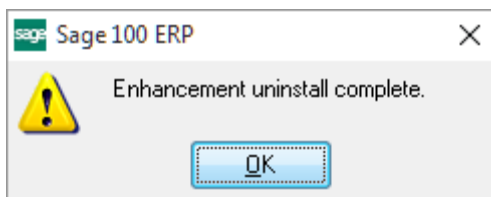
The following message box will appear, displaying the final warning message.



Select **No** to exit the Uninstall Process.

Select **Yes** to continue with the Uninstall Process. At this point, the DSD Enhancement will be removed from the Sage 100 system.

After completion of the Uninstall, the following message box will appear. Select OK to continue.



Now that the Uninstall process is completed, you must:

- Reinstall the applicable standard Sage 100 modules
- Reinstall the latest Sage 100 Service Pack/Updates, if applicable.
- Reinstall any other DSD Enhancements or Developer products that are affected from the reinstallation of the standard Sage 100 module(s).