

- Data Entries
 - Opening Balance
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 - Marketing Split
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- 1** BALANCE DEFERRED REVENUE ALLOCATION
- SEASONALITY
- NEW REVENUE STREAM PROFILE
- DEPOSITS
- FACTORING
- TOP 5 DEBTORS
- SMALLER DEBTORS
- AGENCY PRODUCTS

Balance deferred revenue allocation

Concept	Value	Deferred Revenues Vat Charged at Revenue or P&L Release
SK Subsidiary 2 Copy	0.00%	

2 **4** **3**

SAVE

- Not Applicable
- Renewal Date
- P&L Release

The agency model can work for a business that acts as a principal or a pure agency. The model automatically calculates any deferred revenues and the model also includes the following options:

- A)** Transaction or contract type
- B)** Variable commissions received per transaction
- C)** Fixed commissions received per transaction
- D)** Direct costs incurred per transaction
- E)** Commissions and rebates paid out per transaction
- F)** Customers or transactions per month
- G)** Renewal rates and export sales

Deferred Revenues are automatically calculated based on the transaction length.

For existing businesses any deferred revenues would have been brought in from the opening balance sheet and allocated to the agency model via the deferred revenue sub table.

This value is further split out against sales departments.

1 Select "Balance Deferred Revenue Allocation" then **2** enter the % of agency deferred revenues allocated to this department. The system will then allocate automatically against the transaction types depending on the number of existing transactions.

VAT or GST can be charged at the point of renewal or upon P&L release.

Use the drop down list **3** to select which option is applicable.

4 Save the entry

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Select an organisation: SK Subsidiary 2 Copy

Agency Products +

Agency Product	Business acts	New revenue stream	Transaction Period	Sales Frequency	Month of first transaction	Gross Transaction	Variable Commission paid	Commission Rate	Fixed Commission paid	Commission/Fee Per Unit/Transaction	Direct Costs Incurred	Direct cost per unit	Variable Cost
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1 Select "Agency Products" then 2 use the drop down list to select the business unit and then 3 click the + icon.

A data entry screen will appear which represents an income stream or product. The business can act as a principal or an agent in the transaction, if it acts as a principal then there will also be a data entry relating to the cost of goods/services.

4 Enter a product name and 5 use the drop down list to determine whether the business acts as a principal or an agent.

6 Use the drop down list to select the appropriate VAT rate. If the VAT profile was set to global in the setup then this data entry will not be visible.

If the transaction was created as a "Principal" a further two data entry lines will appear, 7 use the drop down to set the accounts payable terms and 8 to set the COGS VAT rate.

Name: Business acts: Output VAT/GST Rate:

This field is required.

Principal COGS Account Payable Terms: Principal COGS VAT Terms:

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Agency Products +

Agency Product Business acts Output VAT/GST Rate COGS

Name Business acts Output VAT/GST Rate

This field is required.

Principal COGS Account Payable Terms Principal COGS VAT Terms

Transaction Type

Is this a new revenue stream? Transaction Period Sales Frequency

Month of first transaction Gross Transaction Value

- Monthly
- Quarterly
- Bi Annually
- Annually

- One Off Sale
- Recurring Sale

Variable Commission Rate

Is Commission paid over contract life or at inception Output VAT/GST Rate

Fixed Commission Per Transaction

Is Commission paid over contract life or at inception? Commission/Fee Per Unit/Transaction Output VAT/GST Rate

Direct Costs

When Are Any Direct Costs Incurred? Direct Cost Per Unit Accounts Payable

Input VAT/GST Rate

Commissions Paid Out & Rebates Payable

- Setting the drop down box to "New" will apply the new business profile to the first twelve month of the new contracts income stream.
 - Use the drop down list to set the transaction period. Enter the month of the first transaction and then set the value of each contract or transaction.
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 - Each contract type can be set as a one off transaction or a recurring transaction which will renew at the contract expiry date.
- The number of monthly contracts or transactions is set in the "Customers Or Units Per Month" screen.