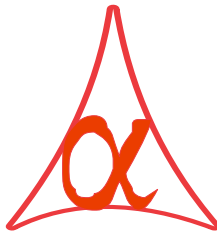




**POWER OF SIMPLICITY**

## **Salesman-wise Sales, Outstanding, Commission Report**



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Tally, Tally 9, Tally9, Tally.ERP, Tally.ERP 9, Shoper, Shoper 9, Shoper POS, Shoper HO, Shoper 9 POS, Shoper 9 HO, Tally Developer, Tally. Developer 9, Tally.NET, Tally Development Environment, Tally Extender, Tally Integrator, Tally Integrated Network, Tally Service Partner, Tally Academy & Power of Simplicity are either registered trademarks or trademarks of Tally Solutions Pvt. Ltd. in India and/or other countries. All other trademarks are properties of their respective owners.

Version: Alpha Automation Pvt. Ltd. / Salesman-wise Sales, Outstanding, Commission Report/1.0/ Apr-2014.

# **Salesman-wise Sales, Outstanding, Commission Report**

## **Introduction**

This add-on facilitates the user to track Salesman wise various Reports. This module enable user to maintain Sales man wise Sales Report, Outstanding Bill-wise Report and Bill-Party wise Report. This module also enables user to calculate commission on amount or percentage basis. User can filter all the reports salesman-wise.

### **Important!**

[As a best practice it is advisable to back up your company data](#)

## **Installation**

1. Copy the TCP file in Tally.ERP9 Folder.
2. Gateway of Tally → F12→ Product & Features → F4 (Manage Local TDL) → Select Yes in Load TDL on Start up and give the file name of TCP File. After pressing the Enter Key will show TDL Status which should be Active.

## **System requirements:**

No additional hardware / software infrastructure is required for executing and operation this applications module

## Setup Guide

For Tally.ERP 9 Series A Release 3.2 and above

Go to **Gateway of Tally > F11: Features > Add-on Features**

**a) To maintain Salesman-wise Sales & Outstanding Report only**

Set “Yes” to the option “Enable Salesman-wise Sales & Outstanding Report ?”

**b) To maintain Salesman-wise Commission Report also**

Set “Yes” to the option “Enable Salesman-wise Commission Report ?”

Company: **Abc Company Ltd**

**Add-On Features**

Enable Salesman-Wise Sales & Outstanding Report? **Yes**  
Enable Salesman-Wise Commission Report ? **Yes**

**CMP TallyShop Features**

*Click on Shop button to buy Add*

**F1: Accounts   F2: Inventory   F3: Statutory**

**Accept ?**  
**Yes or No**

### Detailed User Guide:

- 1) Create Group Named “Salesman” under sundry debtors group.

Create salesman ledger under Salesman group.

The screenshot shows the 'Group Alteration (In Developer Mode)' window for 'Salesman' group. The window title is 'Tally.ERP 9(In Developer Mode):9000'. The menu bar includes 'P: Print', 'E: Export', 'M: E-Mail', 'O: Upload', 'S: Shop', and 'G: Language'. The window is for 'ABC Company Ltd'. The 'English' language is selected. The 'Name' is 'Salesman'. The 'Under' field is 'Sundry Debtors (Current Assets)'. The 'Group behaves like a Sub-Ledger' is set to 'No'. The 'Nett Debit/Credit Balances for Reporting' is set to 'No'. The 'Used for Calculation (eg. Taxes, Discounts) (for Sales Invoice Entry)' is set to 'No'. The 'Method to Allocate when used in Purchase Invoice' is set to 'Not Applicable'. An 'Accept?' dialog box is visible in the bottom right corner with 'Yes' or 'No' options.

Group Alteration (In Developer Mode)		ABC Company Ltd
English	:	
Name	:	<b>Salesman</b>
Under	:	<b>Sundry Debtors</b> (Current Assets)
Group behaves like a Sub-Ledger	? No	
Nett Debit/Credit Balances for Reporting	? No	
Used for Calculation (eg. Taxes, Discounts) (for Sales Invoice Entry)	? No	
Method to Allocate when used in Purchase Invoice	? [ Not Applicable	

Accept ?  
Yes or No

Note : Group name should be “Salesman” otherwise this module will not work.

2] Create any Sales voucher. User has a option to select Salesman Name, Salesman Commission Rate amount or Salesman Commission Percentage.

Note : Salesman Rate & Salesman Commission Percentage will enable only if salesman-wise commission report is enable.

Tally.ERP 9(In Developer Mode):9000

P: Print E: Export M: E-Mail O: Upload S: Shop G: Language K: Keyboard K: Control Centre H: Support Centre H: Help

Accounting Voucher: Alteration (Secondary) (In Developer Mode) Abc Company Ltd Ctrl + M

Sales No. Ex /026/2013/2014 1.Feb.2014 Saturday

Ref: Ref-1

Party's A/c Name : ABC India Pvt. Ltd.  
Current Balance : 40,02,58,749.11 Dr

Salesman : Maheshbhai Salesman Rate : 150.00 Salesman Percentage :

Name of Item	Quantity	Rate	per	Disc. %	Amount
Assembled P7 One	100 Box (100.000 Nos)	25,000.00	Box		25,00,000.00
Assembled P7 Two	120 Box (120.000 Nos)	30,000.00	Box		36,00,000.00
Assembled P7 Three	150 Box (150.000 Nos)	30,000.00	Box		45,00,000.00
Assembled P7 Four	140 Box (140.000 Nos)	30,000.00	Box		42,00,000.00
Assembled P7 Five	175 Box (175.000 Nos)	30,000.00	Box		52,50,000.00
					126 more ... J
Form 402 Details	: No				
Show Statutory Details	? No				
Narration:	4,49,530.000 Nos				14,82,93,121.00
Narration					

Q: Quit A: Accept D: Delete X: Cancel

(44/85) Tally Messages Ctrl + N

Tally MAIN --> Gateway of Tally --> Display Menu --> Statements of Accounts --> Statistics --> Voucher Monthly Register -->... (c) Tally Solutions Pvt. Ltd., 1988-2014 Sun, 6 Apr, 2014 12:08:23

3] User can print tally default sales report with Salesman name.

Tally.ERP 9(In Developer Mode):9000

P: PrintE: ExportM: E-MailO: UploadS: ShopG: LanguageK: KeyboardK: Control CentreH: Support CentreH: Help

Voucher Register (In Developer Mode)Abc Company LtdCtrl + M

List of All Sales Vouchers1-Apr-2013 to 28-Feb-2014

Date	Particulars	Salesman	Vch Type	Vch No.	Debit Amount	Credit Amount
↑ ... 8 more						
5-4-2013	ABC India Pvt. Ltd.		Sales	Ex /008/2013/2014	40,00,000.00	
10-4-2013	Universal Systems		Sales	Ex /009/2013/2014	2,31,300.00	
5-5-2013	Computer Junction		Sales	Ex /010/2013/2014	1,59,500.00	
10-8-2013	Silverplus Computers		Sales	Ex /011/2013/2014	2,52,100.00	
1-10-2013	ABC India Pvt. Ltd.	Maheshbhai	Sales	Ex /012/2013/2014	17,142.86	
30-10-2013	Adarsh Technologies	Rameshbhai	Exch- Retail Invoic	2	4,42,418.00	
30-10-2013	ABC India Pvt. Ltd.		Sales	Ex /013/2013/2014	1,50,000.00	
30-10-2013	ABC India Pvt. Ltd.	Maheshbhai	Sales	Ex /014/2013/2014	20,00,000.00	
30-10-2013	Adview Consultants		Sales	Ex /015/2013/2014	20,00,000.00	
30-10-2013	ABC India Pvt. Ltd.	Hiteshbhai	Sales	Ex /016/2013/2014	500.00	
30-10-2013	Amar Sales & Services	Nakumbhai	Sales	Ex /017/2013/2014	17,619.05	
30-10-2013	Avanathi Constructions	Nakumbhai	Sales	Ex /018/2013/2014	35,238.10	
1-11-2013	ABC India Pvt. Ltd.		Sales-Cotton	1	25,00,000.00	
3-11-2013	Test Company	Rameshbhai	Sales	Ex /019/2013/2014	52,75,000.00	
19-11-2013	ABC India Pvt. Ltd.		Sales	Ex /020/2013/2014	1,10,28,810.15	
19-11-2013	Damro Furniture (P) Ltd.,		Sales	Ex /021/2013/2014	2,18,000.00	
1-12-2013	ABC India Pvt. Ltd.	Rameshbhai	Exch- Tax Invoic	EX/0012013-2014	52,80,900.00	
1-12-2013	ABC India Pvt. Ltd.		Sales	Ex /022/2013/2014	30,00,000.00	
4-12-2013	Adarsh Technologies		Sales	Ex /023/2013/2014	45,00,000.00	
1-1-2014	ABC India Pvt. Ltd.		Sales	Ex /024/2013/2014	25,66,200.00	
2-1-2014	ABC India Pvt. Ltd.	Maheshbhai	Exch- Retail Invoic	3	84,94,416.00	
2-1-2014	ABC India Pvt. Ltd.		Sales	Ex /025/2013/2014	81,00,000.00	
2-1-2014	ABC India Pvt. Ltd.		Sales-Cotton	2	500.00	
1-2-2014	ABC India Pvt. Ltd.	Rameshbhai	Exch- Retail Invoic	4	1,38,24,264.00	
1-2-2014	ABC India Pvt. Ltd.	Maheshbhai	Sales	Ex /026/2013/2014	14,82,93,121.00	
1-2-2014	ABC India Pvt. Ltd.		Sales-Cotton	3	30,00,000.00	
2-2-2014	ABC India Pvt. Ltd.	Maheshbhai	Sales	Ex /027/2013/2014	9,78,81,921.00	
2-2-2014	ABC India Pvt. Ltd.		Sales	Ex /028/2013/2014	3,30,300.00	
2-2-2014	ABC India Pvt. Ltd.		Sales	Ex /029/2013/2014	5,000.00	
Total:					34,29,72,345.16	

Q: QuitEnter: AlterD: DeleteX: CancelZ: DuplicateA: Add VchI: Insert VchR: Remove LineU: Restore LineU: Restore AllSpace: SelectSpace: Select All

(44/85) Tally Messages

Tally MAIN --> Gateway of Tally --> Display Menu --> Account Books --> Sales Register --> Voucher Register(c) Tally Solutions Pvt. Ltd., 1988-201Sun, 6 Apr, 2014

F1: DetailedF2: DateF2: PeriodF3: CompanyF4: Chg VchF5: ColumnarF6: ExtractF7: Show ProfitS: Salesman-WiseF8: Other RepF9: Inv RepF10: Acc RepF11: FeaturesF12: ConfigureF12: RangeF12: Value

Note : User can filter the report salesman-wise by pressing Alt+S.



4) User can print tally default Bill-wise outstanding report with Salesman name.

Tally.ERP 9(In Developer Mode):9000

P: Print

E: Export

M: E-Mail

O: Upload

S: Shop

G: Language

K: Keyboard

K: Control Centre

H: Support Centre

H: Help

Bills Outstanding (In Developer Mode)

Abc Company Ltd

Ctrl + M

Bills Receivable

1-Apr-2013 to 2-Feb-2014

Date	Ref. No.	Party's Name	Salesman	Pending Amount	Due on	Overdue by days
31-Mar-2007	AI Op Bal 1 New	All India Computer Institute		2,50,000.00	31-Mar-2007	2500
31-Mar-2007	1	Sterling Business Solutions		2,000.00	31-Mar-2007	2500
31-Mar-2007	2	Sterling Business Solutions		8,000.00	31-Mar-2007	2500
31-May-2009	107	ABC India Pvt. Ltd.		4,99,000.00	31-May-2009	1708
31-May-2009	1	ABC India Pvt. Ltd.	Maheshbhai	1,52,24,002.30	31-May-2009	1708
31-May-2009	10	ABC India Pvt. Ltd.		86,500.00	31-May-2009	1708
31-May-2009	2	ABC India Pvt. Ltd.		56,10,002.30	31-May-2009	1708
31-May-2009	16	ABC India Pvt. Ltd.		50,01,000.00	31-May-2009	1708
31-May-2009	3	ABC India Pvt. Ltd.		1,02,04,800.00	31-May-2009	1708
31-May-2009	4	ABC India Pvt. Ltd.	Maheshbhai	1,63,33,264.00	31-May-2009	1708
31-May-2009	105	Advview Consultants		5,00,000.00	31-May-2009	1708
31-May-2009	106	Advview Consultants		50,000.00	31-May-2009	1708
31-May-2009	103	All India Computer Institute		3,00,000.00	30-Jul-2009	1648
1-Jul-2009	18	ABC India Pvt. Ltd.		2,49,000.00	1-Jul-2009	1677
1-Jul-2009	20	ABC India Pvt. Ltd.		2,49,000.00	1-Jul-2009	1677
1-Jul-2009	BILL	ABC India Pvt. Ltd.	Rameshbhai	9,99,500.00	1-Jul-2009	1677
2-Jan-2010	17	Global Traders		13,440.00	9-Jan-2010	1485
5-Jan-2010	25	Step-in Computers		32,500.00	5-Jan-2010	1489
10-Jan-2010	52	AVT Computers		58,388.00	10-Jan-2010	1484
13-Jan-2010	TC/INV/053	Top Computers		14.00	12-Feb-2010	1451
15-Jan-2010	11	All India Computer Institute		25,320.00	16-Mar-2010	1419
15-Jan-2010	22	Prism Softlinks		16,875.00	15-Jan-2010	1479
21-Jan-2010	13	Zen Enterprises		3,744.00	7-Mar-2010	1428
25-Jan-2010	51	Universal Systems		2,600.00	11-Mar-2010	1424
15-Mar-2010	99	Nirmaan Timbers		10,64,316.38	15-Mar-2010	1420
18-Mar-2010	100	Janata Timbers		5,89,460.75	18-Mar-2010	1417
1-Apr-2010	Sale/101/2010-11	Raj & Co		2,000.00	1-Apr-2010	1403
5-Apr-2010	2	Amar Computer Peripherals	Maheshbhai	39,000.00	5-May-2010	1369
25-Apr-2010	8	Amar Computer Peripherals		2,45,861.00	25-Apr-2010	1379
30-Apr-2010	11	Modern Advertisers		1,90,000.00	30-Apr-2010	1374
				72 more ...		
				44,11,28,727.44		

Q: Quit

R: Remove Line

U: Restore Line

U: Restore All

Space: Select

(44/85) Tally Messages

Ctrl + N

Tally MAIN --> Gateway of Tally --> Display Menu --> Statements of Accounts --> Outstandings --> Bills Outstanding

(c) Tally Solutions Pvt. Ltd., 1988-2011 Sun, 6 Apr, 2014 12:34:32

F1: Detailed

F2: Period

F3: Company

F4: Payable

F6: Age wise

F7: Bill-Party wise

S: Salesman-Wise

F8: Other Rep

F9: Inv Rep

F10: Acc Rep

F11: Features

F12: Configure

F12: Range

F12: Value

Note : User can filter the report salesman-wise by pressing Alt+S.



#### 4] Salesman-wise filtered Bill-wise outstanding report

Tally.ERP 9(In Developer Mode):9000

P: Print

E: Export

M: E-Mail

O: Upload

S: Shop

G: Language

K: Keyboard

K: Control Centre

H: Support Centre

H: Help

Bills Outstanding (In Developer Mode)

Abc Company Ltd

Ctrl + M

Bills Receivable

1-Apr-2013 to 2-Feb-2014

Date	Ref. No.	Party's Name	Salesman	Pending Amount	Due on	Overdue by days
31-May-2009	1	ABC India Pvt. Ltd.	Maheshbhai	1,52,24,002.30	31-May-2009	1708
31-May-2009	4	ABC India Pvt. Ltd.	Maheshbhai	1,63,33,264.00	31-May-2009	1708
5-Apr-2010	2	Amar Computer Peripherals	Maheshbhai	39,000.00	5-May-2010	1369
24-Jan-2011	370	All India Computer Institute	Maheshbhai	62,000.00	25-Mar-2011	1045
25-Jan-2011	371	Damro Furniture (P) Ltd.,	Maheshbhai	88,000.00	25-Jan-2011	1104
29-Jan-2011	376	Global Traders	Maheshbhai	1,90,000.00	5-Feb-2011	1093
30-Jan-2011	376	Challenger Systems	Maheshbhai	1,60,800.00	30-Jan-2011	1099
5-Apr-2012	2	All India Computer Institute	Maheshbhai	2,09,000.00	4-Jun-2012	608
4-Jan-2013	11	ABC India Pvt. Ltd.	Maheshbhai	25,18,000.00	4-Jan-2013	394
27-Jan-2013	373	Amar Computer Peripherals	Maheshbhai	3,44,000.00	28-Mar-2013	311
1-Oct-2013	Ex /012/2013/2014	ABC India Pvt. Ltd.	Maheshbhai	17,642.86	1-Oct-2013	124
1-Feb-2014	Ex /028/2013/2014	ABC India Pvt. Ltd.	Maheshbhai	26,65,08,442.00	1-Feb-2014	1
				30,16,94,151.16		

Q: Quit

R: Remove Line

U: Restore Line

U: Restore All

Space: Select

(44/85) Tally Messages

Tally MAIN --> Gateway of Tally --> Display Menu --> Statements of Accounts --> Outstandings --> Bills Outstanding

(c) Tally Solutions Pvt. Ltd., 1988-201 Sun, 6 Apr, 2014 12:35:40

F1: Detailed

F2: Period

F3: Company

F4: Payable

F6: Age wise

F7: Bill-Party wise

S: Salesman-Wise

F8: Other Rep

F9: Inv Rep

F10: Acc Rep

F11: Features

F12: Configure

F12: Range

F12: Value

5] User can print tally default Bill-Party-wise outstanding report with Salesman name in report.

Tally.ERP 9(In Developer Mode):9000

P: PrintE: ExportM: E-MailO: UploadS: ShopG: LanguageK: KeyboardK: Control CentreH: Support CentreH: Help

Bills Outstanding (In Developer Mode)Abc Company LtdCtrl + M

Bills Receivable1-Apr-2013 to 2-Feb-2014

Date	Ref. No.	Party's Name	Salesman	Pending Amount	Due on	Overdue by days
ABC India Pvt. Ltd.						
31-May-2009	107			4,99,000.00	31-May-2009	1708
31-May-2009	1		Maheshbhai	1,52,24,002.30	31-May-2009	1708
31-May-2009	10			86,500.00	31-May-2009	1708
31-May-2009	2			56,10,002.30	31-May-2009	1708
31-May-2009	16			50,01,000.00	31-May-2009	1708
31-May-2009	3			1,02,04,800.00	31-May-2009	1708
31-May-2009	4		Maheshbhai	1,63,33,264.00	31-May-2009	1708
1-Jul-2009	18			2,49,000.00	1-Jul-2009	1677
1-Jul-2009	20			2,49,000.00	1-Jul-2009	1677
1-Jul-2009	BILL		Rameshbhai	9,99,500.00	1-Jul-2009	1677
31-Dec-2010	101			4,65,500.00	31-Dec-2010	1129
31-Dec-2010	366			13,03,916.00	31-Dec-2010	1129
1-Jan-2013	2/225709			66,416.00	1-Jan-2013	397
4-Jan-2013	11		Maheshbhai	25,18,000.00	4-Jan-2013	394
31-Mar-2013	003			5,00,00,000.00	31-Mar-2013	308
2-Apr-2013	7			65,000.00	2-Apr-2013	306
2-Apr-2013	6			5,555.00	2-Apr-2013	306
5-Apr-2013	Ex /001/2013/2014			1,02,80,900.00	5-Apr-2013	303
5-Apr-2013	Ex /003/2013/2014			20,00,000.00	5-Apr-2013	303
5-Apr-2013	Ex /006/2013/2014			40,00,000.00	5-Apr-2013	303
5-Apr-2013	Ex /007/2013/2014			40,00,000.00	5-Apr-2013	303
1-Oct-2013	Ex /012/2013/2014		Maheshbhai	17,642.86	1-Oct-2013	124
30-Oct-2013	Ex /009/2013/2014			1,50,000.00	30-Oct-2013	95
19-Nov-2013	Ex /016/2013/2014			1,10,28,810.15	19-Nov-2013	75
1-Dec-2013	Ex /018/2013/2014			30,00,000.00	1-Dec-2013	63
1-Jan-2014	Ex /025/2013/2014			25,66,200.00	1-Jan-2014	32
2-Jan-2014	9			50,000.00	2-Jan-2014	31
2-Jan-2014	Ex /027/2013/2014			81,00,000.00	2-Jan-2014	31
1-Feb-2014	Ex /028/2013/2014		Maheshbhai	26,65,08,442.00	1-Feb-2014	1
				44,11,28,727.44	140 more ... ↓	

Q: Quit

R: Remove LineU: Restore LineU: Restore AllSpace: Select

(44/85) Tally Messages

Ctrl + N

12:36:42

F1: DetailedF2: PeriodF3: CompanyF4: PayableF6: Age wiseF7: Bill wiseS: Salesman-WiseF8: Other RepF9: Inv RepF10: Acc RepF11: FeaturesF12: ConfigureF12: RangeF12: Value

Tally MAIN --> Gateway of Tally --> Display Menu --> Statements of Accounts --> Outstandings --> Bills Outstanding

(c) Tally Solutions Pvt. Ltd., 1988-201 Sun, 6 Apr, 2014

Note : User can filter the report salesman-wise by pressing Alt+S.

6] User can print Salesman-wise Commission report by navigating through Gateway of Tally → Salesman Report → Salesman wise Report.

Tally.ERP 9(In Developer Mode):9000

P: Print E: Export M: E-Mail Q: Upload S: Shop G: Language K: Keyboard K: Control Centre H: Support Centre H: Help Ctrl + M

Salesman Wise Commission Report (In Developer Mode) Abc Company Ltd 1-Apr-2013 to 28-Feb-2014

Salesman-wise Sales Report -

Sr No	Date	Invoice No.	Salesman	Party Name	Gross Amount	Commission Rate	Commission Amount
1	1-Dec-2013	EX10012013-2014	Rameshbhai	ABC India Pvt. Ltd.	50,00,000.00	200.00	50,000.00
2	2-Jan-2014	3	Maheshbhai	ABC India Pvt. Ltd.	72,00,000.00	250.00	60,000.00
3	1-Feb-2014	Ex #26/2013/2014	Maheshbhai	ABC India Pvt. Ltd.	13,24,04,500.00	150.00	6,48,49,650.00
4	1-Feb-2014	4	Rameshbhai	ABC India Pvt. Ltd.	1,20,70,000.00	15 %	18,10,500.00
5	2-Feb-2014	Ex #27/2013/2014	Maheshbhai	ABC India Pvt. Ltd.	13,24,04,500.00	150.00	6,48,49,650.00
Total					28,90,79,000.00		13,16,19,800.00

Q: Quit

(44/85) Tally Messages

Tally MAIN --> Gateway of Tally --> Display Menu --> Salesman Report --> Salesman Wise Commission Report (c) Tally Solutions Pvt. Ltd., 1988-2014 Sun, 6 Apr, 2014 12:13:10

Note : User can filter the report salesman-wise by pressing Alt+S.

This report is calculated on the basis of Commission Amount or Commission rate defined at voucher entry

## FAQ

### **Which version/releases of Tally.ERP 9 does the add-on support?**

This add-on will work only with Tally.ERP 9 Series A, release 3.0 onwards.

### **How will I get support for this add-on?**

For any functional support requirements please do write to us on [tcl@aplautomation.com](mailto:tcl@aplautomation.com) or call us at +91-288-2660530/31 or +91-9099908115/9825098442.

### **If I need some enhancement / changes to be incorporated for the add-on, whom should I contact?**

Please write to us on [tcl@aplautomation.com](mailto:tcl@aplautomation.com) with your additional requirements and we will revert to you in 24 hours.

### **Will new features added be available to us?**

We offer one year availability of all support and new features free of cost. After one year, nominal subscription cost will be applicable to you to continue to get free support and updates.

### **What will happen after one year?**

25% of the then MRP will be charged for one year of email support and versions (minor & major).