

MULTIMICRO SYSTEMS

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Overage Calculation

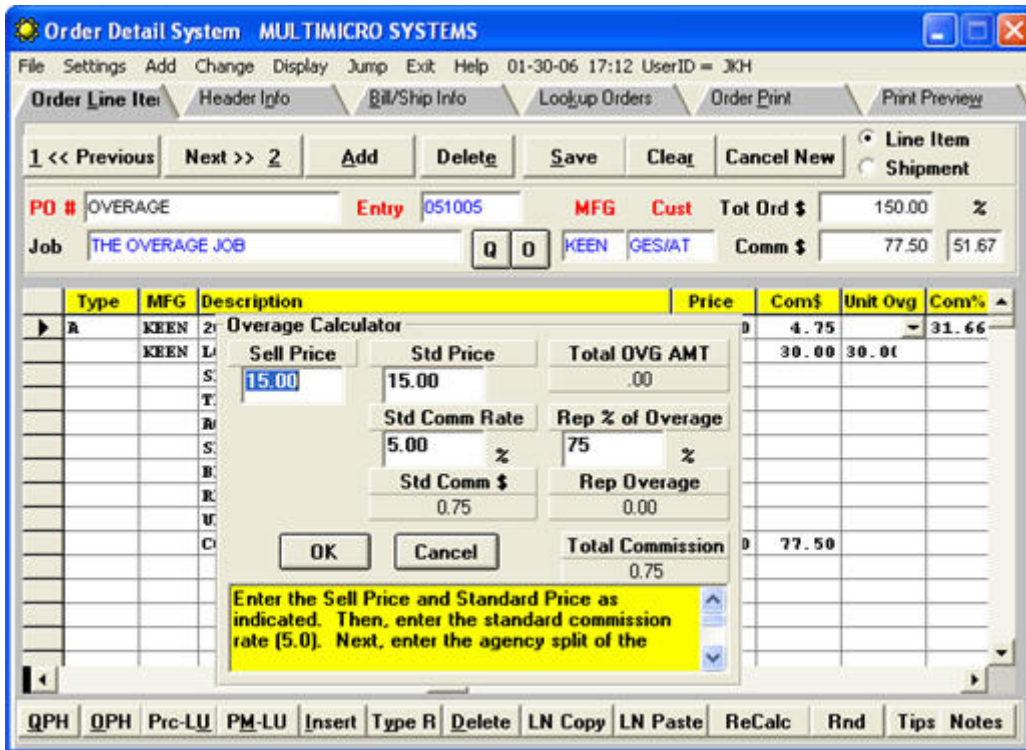
Click the down arrow in the **Unit Ovg** field on the **Order Line Items Tab** to access the **Overage Calculator**.

LII	Qty	Type	MFG	Description	Price	Com\$	Unit Ovg	Com%	E

You may enter an amount directly in the **Unit Ovg** field or use the Overage Calculator to determine the unit overage amount.

To use the Overage Calculator:

1. Enter the **Sell Price** and **Standard Price** or **Book Price** - Sell Price is filled out from the **Price** field if already entered
2. Enter the standard commission rate (5.0 = 5 percent)
3. Enter the agency split of the overage commission (75.0 = 75 percent)
4. Click OK to calculate the overage
5. The system will fill out all relevant values for overage in the line items section. The **Overage** amount is included in the **Commission** column.
6. The total overage for the order is calculated by the system when you click the **Save** button. This total is reflected on the **Sold Ship Info Tab**. Since the Overage amount is a calculated value, you cannot enter a value directly into this field.



Factory Sell Price = 10.00 at 10% commission

Agency Sells it for 15.00

Unit Overage Calculator

- Agency Sell Price = 15.00
- Factory Sell Price = 10.00
- Commission Rate = 10%
- Commission \$\$ = (10% of 10.00) = 1.00

Total Overage = Agency Sell - Factory Sell = (15.00-10.00 = 5.00)

Rep gets 75% and Factory gets 25% of overage = (75% of 5.00 = 3.75)

Total Commission + Overage = 3.75 + 1.00 = 4.75