

# Channel Commissioning System

**OVER VIEW OF APPLICATION'S BUSINESS  
CAPABILITIES**

## APPLICATION'S OVERVIEW

- Provision to maintain flexible and configurable hierarchies (Company, Geography & Product) in the System.
- Provision to maintain critical masters in the system like Scheme Master, Channel Partner Master, Retailer master, User master etc.
- Seamless interaction of masters with external Sales/Commission Data for commissioning purpose.
- Maintenance of products, tariffs and tax structures in the system.
- User wise authentication and access control on application access and products.

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## APPLICATION'S OVERVIEW

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- Maintenance of products, tariffs and tax structures in the system
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Contd...

## APPLICATION'S OVERVIEW

- Provision to create and maintain Schemes at Company, Geography, Product , Channel Partner, Retailer & FOS level.
- Provision to create and maintain rule based schemes.
- Provision to create and maintain schemes with eligibility criteria.
- Provision to simulate Schemes with history data for ascertaining accuracy.
- Provision to allocate provisioning amount at Channel Partner Level
- Provision to automate or manually compute commission pay out.

Contd...

## APPLICATION'S OVERVIEW

- Provision to automate Pro-forma Invoice generation and approval of the invoice by the channel partner.
- Provision to update finance server upon payout disbursal to Channel Partner.
- Provision to maintain escalation matrix for sending alert through Email or SMS at critical stages of scheme and commissioning process in the application.

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# CPCS - Business Process in Detail

## HIERARCHY MANAGEMENT IN CPCS

- CPCS supports configurable and flexible hierarchy management system for Sales, Geography & Product
- CPCS provides flexibility to maintain different hierarchy structure for different Lines of Businesses, if practiced by the company.
- CPCS provides flexibility to introduce new hierarchy level in between existing hierarchy levels at any later stage and can be configured seamlessly.
- CPCS provides facility to name the Sales hierarchy level differently for different Line of Business.

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# CPCS - Business Process in Detail

## HIERARCHY MANAGEMENT IN CPCS

- CPCS provides flexibility to generate and view reports at different levels of all hierarchies.
- CPCS provides facility to differentiate Sales Hierarchy as National Role or Non National Role.
- CPCS comes with provision of maintaining different geography hierarchies like Company Geography, Political Geography & TRAI Geography Hierarchy
- Provision to further classify geography hierarchy is available in CPCS. For e.g. City can be further classified into Tiers.
- All 3 Geography hierarchies can be mapped to a Channel partner and hence report can be generated at all 3 Geography hierarchies.

# CPCS - Business Process in Detail

## SALES HIERARCHY MANAGEMENT

Sales Hierarchy Level Master				
Level	Hierarchy Code	Hierarchy Description	Edit	Add/Delete
1	CEO	CEO		
2	MD	MANAGING DIRECTOR		
3	COO	COO		
4	SH	SALES HEAD		
5	ZBM	ZONAL BUSINESS MGR		
6	ASM	AREA SALES MGR		
7	TSE	TERRITORY SALES EXECUTIVE		
8 	<input type="text"/>	<input type="text"/>		





# CPCS - Business Process in Detail

## SALES HIERARCHY MANAGEMENT

### LOB wise Sales Hierarchy Management

Sales Hierarchy Master						
Level	Level Code	Level Description	Line of Business			
			LOB 1	LOB 2	LOB 3	
1	CEO	CEO	<input checked="" type="checkbox"/> CEO	<input checked="" type="checkbox"/> CEO	<input checked="" type="checkbox"/> CEO	
2	MD	MANAGING DIRECTOR	<input checked="" type="checkbox"/> MANAGING DIRECTOR	<input checked="" type="checkbox"/> MANAGING DIRECTOR	<input checked="" type="checkbox"/> MANAGING DIRECTOR	
3	COO	COO	<input checked="" type="checkbox"/> COO	<input checked="" type="checkbox"/> COO	<input checked="" type="checkbox"/> COO	
4	SH	SALES HEAD	<input checked="" type="checkbox"/> SALES HEAD	<input checked="" type="checkbox"/> SALES HEAD	<input checked="" type="checkbox"/> SALES HEAD	
5	ZBM	ZONAL BUSINESS MGR	<input type="checkbox"/> ZONAL BUSINESS MGR	<input checked="" type="checkbox"/> ZONAL BUSINESS MGR	<input checked="" type="checkbox"/> ZONAL BUSINESS MGR	
6	ASM	AREA SALES MGR	<input checked="" type="checkbox"/> AREA SALES MGR	<input type="checkbox"/> AREA SALES MGR	<input type="checkbox"/> AREA SALES MGR	
7	TSE	TERRITORY SALES EXECUTIVE	<input checked="" type="checkbox"/> TERRITORY SALES EXECUTIVE	<input checked="" type="checkbox"/> TERRITORY SALES EXECUTIVE	<input checked="" type="checkbox"/> TERRITORY SALES EXECUTIVE	

# CPCS - Business Process in Detail

## SALES HIERARCHY MANAGEMENT

### Sales Hierarchy Definition

### Sales Hierarchy Definition

National Role : YES

Hub : --- All ---

Circle/Cluster Desc : --- All ---

Business Unit : --- All ---

Zone : --- All ---

Business Segment : --- All ---

Hierarchy : --- Select ---

Definition Code :

Definition Description :

LOB Mapping :

Geography Mapping :

# CPCS - Business Process in Detail

## SALES HIERARCHY MANAGEMENT

### LOB wise - Sales Hierarchy Reporting Structure

**Sales Hierarchy Assign**

National Role	<input type="text" value="YES"/>	▼	Business Segment	<input type="text" value="--- Select ---"/>	▼
Line of Business	<input type="text" value="--- Select ---"/>	▼			
Parent Hierarchy	<input type="text" value="--- Select ---"/>	▼	Child Hierarchy	<input type="text" value=""/>	
Parent Definition	<input type="text" value="--- Select ---"/>	▼	Child Hierarchy Search	<input type="text" value=""/>	









**Assigned Child Definition**

**Unassigned Child Definition**

# CPCS - Business Process in Detail

## GEOGRAPHY HIERARCHY MANAGEMENT

### Political Geography Hierarchy Level Maintenance

Geography Hierarchy Level Master						
Level	Hierarchy Code	Hierarchy Description	Type Needed	Edit	Add/Delete	Geography Type Details
1	COU	COUNTRY	<input type="checkbox"/>			
2	STA	STATE	<input type="checkbox"/>			
3 	<input type="text" value="CIT"/>	<input type="text" value="CITY"/>	<input checked="" type="checkbox"/>			

**Saved Sucessfully**






# CPCS - Business Process in Detail

## GEOGRAPHY HIERARCHY MANAGEMENT

### Political Geography Hierarchy's Classifications

### Geo Type Details

Geography Hierarchy Level


Sl. No.	CITY Type	Edit	Add/Delete
1	City Tier 1		
2	City Tier 2		
	<input type="text"/>		

# CPCS - Business Process in Detail












## GEOGRAPHY HIERARCHY MANAGEMENT

### Political Geography Hierarchy Definition

**Geography Hierarchy Definition**

Hierarchy Level:  

Hierarchy Definition:

Hierarchy Level	Defintion Code	Definition Description	Edit	Add/Delete	Geo Type Details
COUNTRY	IND	INDIA			
STATE	MAH	MAHARASHTRA			
CITY	MUM	MUMBAI			
<input type="text" value="--- Select ---"/> 	<input type="text"/>	<input type="text"/>			

**Saved Sucessfully**

# CPCS - Business Process in Detail

## GEOGRAPHY HIERARCHY MANAGEMENT

### LOB wise - Geography Type

### Geo Type Details

Geography Hierarchy Defintion

Line of Business	Tier
LOB 1	City Tier 1 <input type="button" value="v"/>
LOB 2	City Tier 2 <input type="button" value="v"/>
LOB 3	--- Select --- <input type="button" value="v"/>

# CPCS - Business Process in Detail

## GEOGRAPHY HIERARCHY MANAGEMENT

### Geography Hierarchy Assign

### Geography Hierarchy Assign

Parent Hierarchy  Child Hierarchy

Parent Definition  Child Hierarchy Search

#### Assigned Child Definition

MAHARASHTRA
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#### Unassigned Child Definition


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# CPCS - Business Process in Detail

## PRODUCT HIERARCHY MANAGEMENT

### Product Hierarchy Level Maintenance

Product Hierarchy Level Master				
Level	Hierarchy Code	Hierarchy Description	Edit	Add/Delete
1	PL1	PRODUCT LEVEL 1		
2	PL2	PRODUCT LEVEL 2		
3	PL3	PRODUCT LEVEL 3		
4 	<input type="text"/>	<input type="text"/>		

# CPCS - Business Process in Detail

## PRODUCT HIERARCHY MANAGEMENT

### LOB wise Product Hierarchy Maintenance

#### Product Hierarchy Master

Level	Level Code	Level Description	Line of Business		
			LOB 1	LOB 2	LOB 3
1	PL1	PRODUCT LEVEL 1	<input checked="" type="checkbox"/> PRODUCT LEVEL 1	<input checked="" type="checkbox"/> PRODUCT LEVEL 1	<input type="checkbox"/> PRODUCT LEVEL 1
2	PL2	PRODUCT LEVEL 2	<input checked="" type="checkbox"/> PRODUCT LEVEL 2	<input checked="" type="checkbox"/> PRODUCT LEVEL 2	<input checked="" type="checkbox"/> PRODUCT LEVEL 2
3	PL3	PRODUCT LEVEL 3	<input checked="" type="checkbox"/> PRODUCT LEVEL 3	<input type="checkbox"/> PRODUCT LEVEL 3	<input checked="" type="checkbox"/> PRODUCT LEVEL 3

# CPCS - Business Process in Detail

## PRODUCT HIERARCHY MANAGEMENT

### Product Hierarchy Definition

**Product Hierarchy Definition**

Line of Business

Hierarchy Level

Hierarchy Definition

Line of Business	Hierarchy Level	Defintion Code	Definition Description	Edit	Add/Delete
<input type="text" value="LOB 1"/>	<input type="text" value="PRODUCT LEVEL 1"/>	<input type="text" value="PD1"/>	<input type="text" value="PROD LVL DEFN 1"/>		<input style="background-color: #cccccc; color: blue; border: 1px solid blue; width: 20px; height: 20px; border-radius: 50%;" type="button" value="+"/>

# CPCS - Business Process in Detail

## PRODUCT HIERARCHY MANAGEMENT

### LOB wise Product Hierarchy Assign

**Product Hierarchy Assign**

Line of Business    
Parent Hierarchy   Child Hierarchy   
Parent Definition   Child Hierarchy Search

**Assigned Child Definition**

PROD LVL DEFN 2
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**Unassigned Child Definition**

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# CPCS - Business Process in Detail

## PRODUCT MANAGEMENT IN CPCS

- CPCS provides user the facility Products for different LOBs and Product Hierarchies.
- CPCS also provided the facility to maintain Tariff Plans for products.
- Different Tariff Plans can be created for different Geographies for one product.
- Tariff Plans can be created in advance and made effective automatically by providing the effective from date.
- Tariff Plans can be made inactive at any point of time.

# CPCS - Business Process in Detail

## PRODUCT MANAGEMENT IN CPCS

- Tax Groups can be created and maintained in the CPCS with Tax on Tax facility
- Tax Groups can be maintained at state level in CPCS
- Provision to attach Tax Group to a product is available in CPCS
- Schemes can be created at product level & Tariff Plan level in CPCS
- Pro-forma invoice can generated with Tax details for a Channel Partner.
- Provision to maintain Gift products which can be used as Commission payout is available in CPCS.

# CPCS - Business Process in Detail

## USER MANAGEMENT IN CPCS

- CPCS Comes with a powerful user management system.
- Users can be created for different LOBs, different Sales Hierarchy level, Different Company Geography & for different departments in the company like Sales, Finance & Commercial.
- User wise data security and privacy can be achieved in CPCS.
- CPCS can permit or deny access to the application modules and product hierarchy which has direct effect on transaction modules.
- Access Rights to modules in CPCS can be configured for View only or Full modify rights based on requirement.

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# CPCS - Business Process in Detail

## USER MANAGEMENT IN CPCS

- Provision to regenerate lost passwords and send it to user's email id and mobile number is also available in CPCS.
- Admin user will have facility to change the password for an user in CPCS.
- Facility to create and maintain users as National Role users and Non National Role users based on the Sales Hierarchy is available in CPCS.
- LOB wise & Company Geography wise Reporting structure can be maintained for each user in the company can be maintained in CPCS.



# CPCS - Business Process in Detail

## USER MANAGEMENT IN CPCS




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- Admin user will have facility to change the password for an user in CPCS.
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- LOB wise & Company Geography wise Reporting structure can be maintained for each user in the company can be maintained in CPCS.

# CPCS - Business Process in Detail

## USER MANAGEMENT – ACCESS CONTROL

### User Group

Group Description

Group Code	Group Description	Edit	Add/Delete
ADMIN	ADMIN		
<input type="text" value="FIN"/>	<input type="text" value="FINANCE USER"/>		

# CPCS - Business Process in Detail

## USER MANAGEMENT – Product Hierarchy Access Control

### Profile Access

Profile Code

Profile Description

**Product Mapping** | **Access Rights**

Product Group	
<input type="checkbox"/>	PROD LVL DEFN 1
<b>Product Category</b> <input type="checkbox"/> <b>Select All</b>	
	PROD LVL DEFN 2 <input checked="" type="checkbox"/>
<input type="checkbox"/>	PROD LVL DEFN 2
<b>Product Category</b> <input type="checkbox"/> <b>Select All</b>	
	PRODUCT LVL DEFN 3 <input type="checkbox"/>

# CPCS - Business Process in Detail

## USER MANAGEMENT – Screen Access Control

### Profile Access

Profile Code

Profile Description

**Product Mapping**

**Access Rights**

Module			
<input type="checkbox"/>	Configuration		
Screen Name	<input type="checkbox"/> View	<input type="checkbox"/> Modify	<input type="checkbox"/> Upload
Geography Hierarchy - Geography Hierarchy Assign	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Geography Hierarchy - Geography Hierarchy Definition	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Geography Hierarchy - Geography Level Master	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Product Hierarchy - Product Hierarchy Assign	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Product Hierarchy - Product Hierarchy Definition	<input checked="" type="checkbox"/>	<input checked="" type="checkbox"/>	<input type="checkbox"/>
Product Hierarchy - Product Hierarchy Level Master	<input checked="" type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>
Product Hierarchy - Product Hierarchy Master	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

# CPCS - Business Process in Detail

## CHANNEL PARTNER MAINTENANCE

- CPCS will have the provision to maintain Channel Partners, FOS & Retailers in the system.
- A Channel Partner can be attached to multiple LOB in CPCS.
- Facility to map the CP to the last level of the Company Sales Hierarchy is available in CPCS.
- Reports can be generated for the CP at any level of the Company Sales Hierarchy.
- LOB wise, Company Geography wise, Business Segment wise, CP Category wise, CP Segment wise Channel Partner can be maintained in CPCS.
- Option to maintain CP as Rural Super CP and Taxable or not will be available in CPCS

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# CPCS - Business Process in Detail

## CHANNEL PARTNER MAINTENANCE

- CPCS has the facility to maintain Group Distribution System where in one CP can be made the parent for multiple CPs in same or different geography.
- Provision to maintain the CP oracle code in CPCS to map the CP maintained in CPCS and Oracle Server is available.
- CPCS has the facility to handle frequent Channel Partner, FOS & Retailer remapping.
- A Channel Partner can be remapped to a different Company Reporting User & a different company geography.
- A FOS can be remapped to a different Channel Partner and Retailer & a different company geography.
- A retailer can be remapped to a different FOS and Channel Partner & a different company geography.

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# CPCS - Business Process in Detail

## SCHEME MANAGEMENT

- Provision to create LOB wise schemes is available in CPCS.
- Provision to create scheme for types like Quantity, Amount and Bucket is available in CPCS.
- Provision to create Scheme on Primary, Secondary & Activation data is available in CPCS.
- Provision to create Scheme for Channel Partner, Retailer & FOS is available in CPCS.
- Provision to create Scheme for a products & Tariff Plans attached to particular product hierarchy level is available in CPCS.
- Provision to create scheme that will run for certain period is available in CPCS.
- Provision to make a scheme taxable or not while creation is available in CPCS.

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# CPCS - Business Process in Detail

## SCHEME MANAGEMENT

- Provision to define Phase wise scheme for Scheme Partner (That is, Payout will be made to the Scheme partner when eligibility criterion is achieved on or within a defined date interval in the slab).
- Provision to define scheme with over achievement and under achievement tolerance level at slab level.
- Provision to define negative scheme to claw back payout or penalty from the channel partner based on defined set of rules.
- Provision for a designated user to approve the scheme master data before using it for payout calculation.
- Provision maintain escalation matrix for sending alert message to users on critical scheme process results.

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# CPCS - Business Process in Detail

## SCHEME MANAGEMENT

### COMMISSION CALCULATION & APPROVAL IN CPCS

- Automatic/Manual Capture of Sales Data from external source systems.
- Scheduled run of computation (Rule engine) on the Sales Data for payout calculation.
- Provision to view the computation result on CPCS.
- Provision to reinitiate computation on select data manually is available in CPCS.
- Provision to make +/- manual adjustment to the payout value is available in CPCS.
- Provision to generate Pro-Forma invoice with scheme and commission payout details along with tax details for each Channel Partners.

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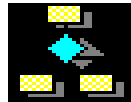
# CPCS - Business Process in Detail

## SCHEME MANAGEMENT

### COMMISSION CALCULATION & APPROVAL IN CPCS

- Provision for channel partners to approve or reject the Invoice online.
- Provision to update the tax details and regenerate the invoice for a CP.
- Provision for updating the Payout details in the Oracle server or Easy Recharge Server.

### APPROVAL PROCESS FLOW DIAGRAM



Business Path Flow  
Diagram

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# CPCS - Business Process in Detail

## SCHEME MANAGEMENT - APPROVAL STAGES & ALERTS IN CPCS

- Approval & Alert after Scheme Master is created.
- Approval & Alert of the Sales Data after data consolidation.
- Alert after completion of commission calculation
- Approval after completion of commission calculation for its completeness
- Alert after reinitiating the computation process.
- Approval on computation result after computation rerun has completed.
- Approval & Alert on manual adjustment of commission amount.
- Alert on Pro-Forma invoice generation.
- Alert to CP for easy recharge amount as payout.