

The screenshot shows the IES Navigator Client interface. At the top, there's a menu bar with 'Help', 'Submit', 'Quit', 'Functions', and 'Comments'. Below the menu is a toolbar with navigation icons. The main area is titled 'Customer Order' and includes a 'Process Order' button with a sub-link 'Place Order'. There's also a 'Deal Functions' section with 'Show for Later' and 'Functions' links. A contact information box shows 'Originator Contact' and 'Exp. Delivery' as 12/03/2009. The 'Customer' field contains 'SHAMPOOL, THERESA'. Below this is a 'From Catalog' table with columns: Stock Code, Store, Description, Price, Cust. Price, Qty, Serial/Batch, Total, Tax, and Incl. Value. The table lists three items: a Nikon Coolpix S80 (1,199.96), a Canon EF 75-300mm lens (288.00), and an Olympus camera (1,110.00). A 'GRAND TOTAL' of 3,797.99 is displayed at the bottom right of the table. Below the table is a section for 'Recently Ordered, Not Recently Ordered (to promote) and Special Offers' with a 'Go Back' link. This section contains a list of 10 items with columns for Stock Code, Description, Price, Qty, and Information.

Stock Code	Store	Description	Price	Cust. Price	Qty	Serial/Batch	Total	Tax	Incl. Value
1 3007174	01	NIKON COOLPIX S80	1,199.96	1,199.96	1.00		1,199.96	167.99	1,367.95
2 0201756	01	CANON EF 75-300MM	288.00	288.00	2.00		576.00	80.64	656.64
3 3008412	01	OLYMPUS CAMERA	1,110.00	1,110.00	1.00		1,110.00	155.40	1,265.40
								<b>GRAND TOTAL</b>	<b>3,797.99</b>

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.00	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX S800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMERA MASTER PRD	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.0 IS	664.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201710	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8 0204186	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205200	CANON RS-60E/60E3 REMOTE C	30.00	1.00	To Offer:

Slide 1

Slide notes: We will now consider the COMMISSIONS function on the Customer Order screen.

**Customer Order**

Process Order: [Place Order](#)    Deal Functions: [Save for Later](#)    [Functions](#)

Customer:     Deal Functions: [Save for Later](#)    [Functions](#)

From Catalog:

Stock Code	Store Description	Price	Cost Price	Qty	Sp	Tax	Incl. Value
1 3007174	01 NIKON COOLPIX 880	1,199.96	1,199.96	1.00			
2 0201756	01 CANON EF 75-300M	288.00	288.00	2.00			
3 3008412	01 OLYMPUS CAMERA	1,110.00	1,110.00	1.00			

GRAND TOTAL: 3,357.99

Recently Ordered, Not Recently Ordered (to promote) and Special Offers

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX 8800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMERA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	864.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8 0204186	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60ES REMOTE C	30.00	1.00	To Offer:

Slide 2  
Slide notes:

The screenshot shows the IIS Navigator Client interface for a 'Customer Order'. The window title is 'IIS Navigator Client v8.1B : My IIS - Mac - [made-1]'. The main area is titled 'Customer Order' and shows a customer named 'CHAMPONE, THERESA'. The 'Process Order' button is highlighted. A table lists items from a catalog:

Stock Code	Store Description	Price	Cost Price	Qty	Sp	Tax	Incl. Value
1 3007174	01 NIKON COOLPIX 880	1,199.96	1,199.96	1.00		9.06	1,207.92
2 0201756	01 CANON EF 75-300M	288.00	288.00	2.00		6.00	656.64
3 3008412	01 OLYMPUS CAMEDIA	1,110.00	1,110.00	1.00		0.00	1,265.40

A context menu is open over the items, listing actions such as 'Load Sales Reporting', 'Deal Views', 'Notes to the Deal', 'CRM Connections', 'Tax Toggle', 'Commissions', 'Send User Message', 'Diary', 'New Task', 'Retail Catalog', and 'None of These'. The 'Grand Total' is 3,257.99.

Below the main table, there is a section for 'Recently Ordered, Not Recently Ordered (to promote) and Special Offers' with a 'Go-Start' button. This section contains a list of items:

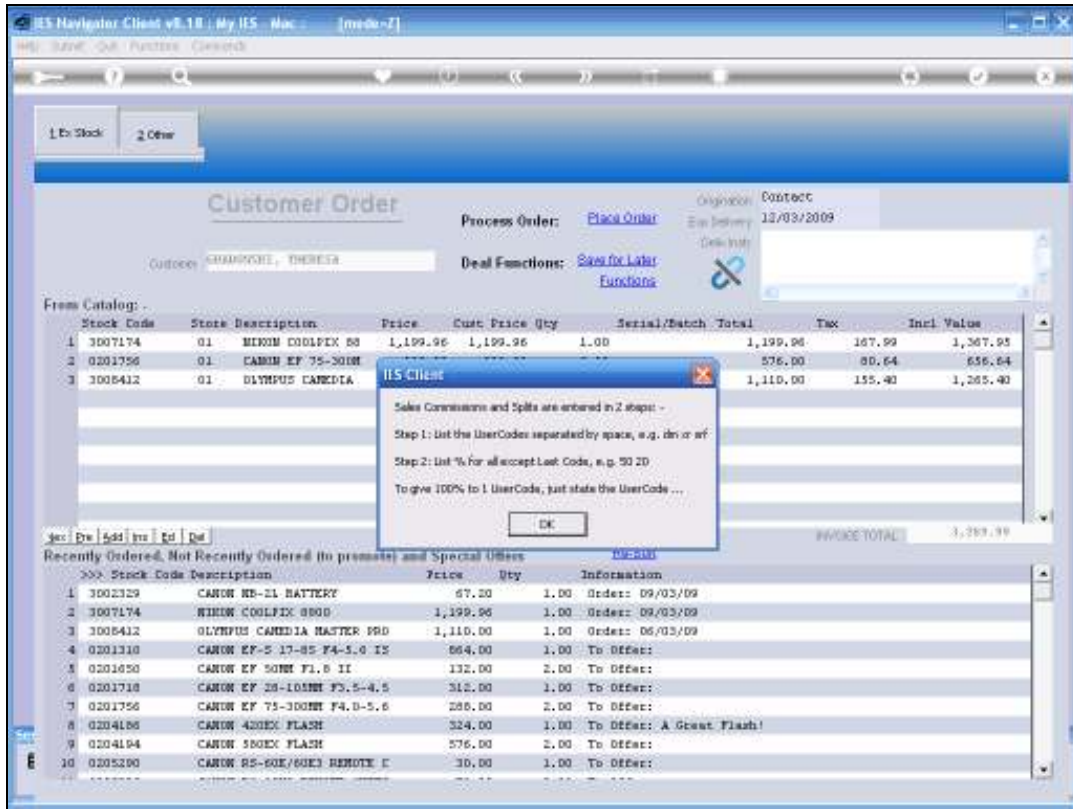
Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX 8800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	864.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8 0204186	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

Slide 3  
Slide notes:



Slide 4

Slide notes: There is a HELP option. Commissions are only relevant if so enabled on the Retail Catalog. If enabled, we can set Commissions for the entire Order, or specifically by Order Item.



Slide 5

Slide notes: By default, the Commission will be for the benefit of the current User or Sales Person, but if a different Commission should be applied for this Order or part of this Order, then we can list the User Codes, followed by the Commission percentages.

The screenshot shows the IIS Navigator Client v8.18 interface. At the top, there's a browser-like address bar and navigation buttons. Below that, a 'Customer Order' form is visible. The form includes fields for 'Customer' (CHAMPONE, THERESA), 'Process Order' (Place Order), and 'Deal Functions' (Save for Later, Functions). A modal dialog box titled 'IIS Client' is open in the center, providing instructions on how to enter sales commissions and splits. The dialog text reads: 'Sales Commissions and Splits are entered in 2 steps - Step 1: list the UserCodes separated by space, e.g. dn or af Step 2: list % for all except Last Code, e.g. 90 20 To give 100% to 1 UserCode, just state the UserCode ...'. Below the dialog, there are two tables. The first table, 'From Catalog', lists items with columns for Stock Code, Store, Description, Price, Cust. Price, Qty, Serial/Batch, Total, Tax, and Incl. Value. The second table, 'Recently Ordered, Not Recently Ordered (to promote) and Special Offers', lists items with columns for Stock Code, Description, Price, Qty, and Information. The 'GRAND TOTAL' is shown as 3,357.99.

Stock Code	Store	Description	Price	Cust. Price	Qty	Serial/Batch	Total	Tax	Incl. Value
1 3007174	01	NIKON COOLPIX S8	1,199.96	1,199.96	1.00		1,199.96	167.99	1,367.95
2 0201756	01	CANON EF 75-30MM					576.00	80.64	656.64
3 3008412	01	OLYMPUS CAMEDIA					1,110.00	155.40	1,265.40

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX S800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	664.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	250.00	2.00	To Offer:
8 0204106	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

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Slide notes:

IES Navigator Client v8.1B : My IIS - Mac - [made-1]

Help Submit Quit Functions Comments

1 To Stock 2 Other

### Customer Order

Process Order: [Place Order](#)      Origination Contact: 12/03/2009

Deal Functions: [Save for Later](#)      Deal History

Deal Functions: [Functions](#)

Custcode: CHAMPONE, THERESA

From Catalog:

Stock Code	Store Description	Price	Cust Price	Qty	Serial/Batch	Total	Tax	Incl Value
1 3007174	01 NIKON COOLPIX S8	1,199.96	1,199.96	1.00		1,199.96	167.99	1,367.95
2 0201756	01 CANON EF 75-300M	288.00	288.00	2.00		576.00	80.64	656.64
3 3008412	01 OLYMPUS CAMERA	1,110.00	1,110.00	1.00		1,110.00	155.40	1,265.40

GRAND TOTAL: 3,290.99

Recently Ordered, Not Recently Ordered (to promote) and Special Offers

Stock Code	Description	Price	Qty	To Offer:
1 3002329	CANON NB-2L BATTERY	67.20	1.00	
2 3007174	NIKON COOLPIX S800	1,199.96	1.00	
3 3008412	OLYMPUS CAMERA MASTER PRO	1,110.00	1.00	
4 0201310	CANON EF-S 17-85 F4-5.6 IS	864.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8 0204106	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

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Slide notes:

The screenshot shows the ILS Navigator Client interface. At the top, there's a menu bar with 'Help', 'Submit', 'Quit', 'Functions', and 'Comments'. Below the menu is a navigation bar with buttons for '1 To Stock' and '2 Other'. The main header area displays 'Customer Order' and 'Process Order: Place Order'. A contact information box shows 'Contact: 12/03/2009'. The 'Deal Functions' section includes 'Save for Later' and 'Functions'. The 'From Catalog' section contains a table with columns: Stock Code, Store, Description, Price, Cust. Price, Qty, Serial/Batch, Total, Tax, and Incl. Value. Below this is a 'Recently Ordered, Not Recently Ordered (to promote) and Special Offers' section with a similar table. A context menu is open over the 'Recently Ordered' table, listing items like '3001 NIKON COOLPIX 8800', '3002 CANON EF 75-300MM F4 II', and '3003 OLYMPUS CAMERA MASTER 8800', with 'OK ALL' selected.

Stock Code	Store	Description	Price	Cust. Price	Qty	Serial/Batch	Total	Tax	Incl. Value
1 3007174	01	NIKON COOLPIX 8800	1,199.96	1,199.96	1.00		1,199.96	167.99	1,367.95
2 0201756	01	CANON EF 75-300MM	288.00	288.00	2.00		576.00	80.64	656.64
3 3008412	01	OLYMPUS CAMERA	1,110.00	1,110.00	1.00		1,110.00	155.40	1,265.40

Stock Code	Description	Price	Qty	To Offer:
1 3002329	CANON NB-2L BATTERY	67.20	1.00	
2 3007174	NIKON COOLPIX 8800	1,199.96	1.00	
3 3008412	OLYMPUS CAMERA MASTER 8800	1,110.00	1.00	
4 0201310	CANON EF-S 17-85 F4-5.6 IS	864.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8 0204106	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

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Slide notes:



IES Navigator Client v8.1B : My IIS - Mac - [made-1]

Help Submit Quit Functions Comments

1 To Stock 2 Other

### Customer Order

Process Order: [Place Order](#)      Origination Contact: 12/03/2009

Deal Functions: [Save for Later](#)      [Delete Item](#)

Customer: CHAMPONE, THERESA

From Catalog:

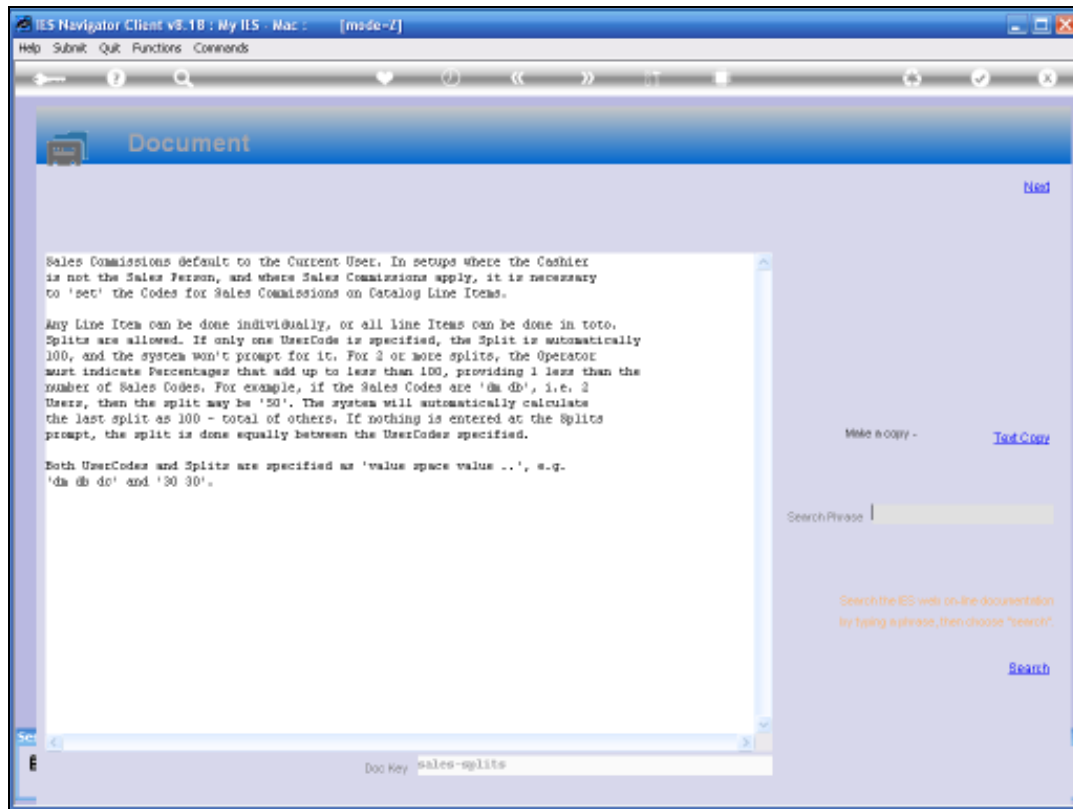
Stock Code	Store Description	Price	Cost Price	Qty	Serial/Batch	Total	Tax	Incl Value
1 3007174	01 NIKON COOLPIX S8	1,199.96	1,199.96	1.00		1,199.96	167.99	1,367.95
2 0201756	01 CANON EF 75-300M	288.00	288.00	2.00		576.00	80.64	656.64
3 3008412	01 OLYMPUS CAMEDIA	1,110.00	1,110.00	1.00		1,110.00	155.40	1,265.40

GRAND TOTAL: 3,293.99

Recently Ordered, Not Recently Ordered (to promote) and Special Offers

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX S800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	664.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8 0204106	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

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Slide notes:



Slide 10

Slide notes: Some explanation is offered by the system.

Customer Order

Customer: CHAMPONE, THERESA

Deal Functions: [Save for Later](#) [Functions](#)

From Catalog:

Stock Code	Store	Description	Price	Cost Price	Qty	Serial/Batch	Total	Tax	Incl. Value
1 3007174	01	NIKON COOLPIX S8	1,199.96	1,199.96	1.00		1,199.96	167.99	1,367.95
2 0201756	01	CANON EF 75-300M	288.00	288.00	2.00		576.00	80.64	656.64
3 3008412	01	OLYMPUS CAMEDIA	1,110.00	1,110.00	1.00		1,110.00	155.40	1,265.40

GRAND TOTAL: 3,290.99

Recently Ordered, Not Recently Ordered (to promote) and Special Offers

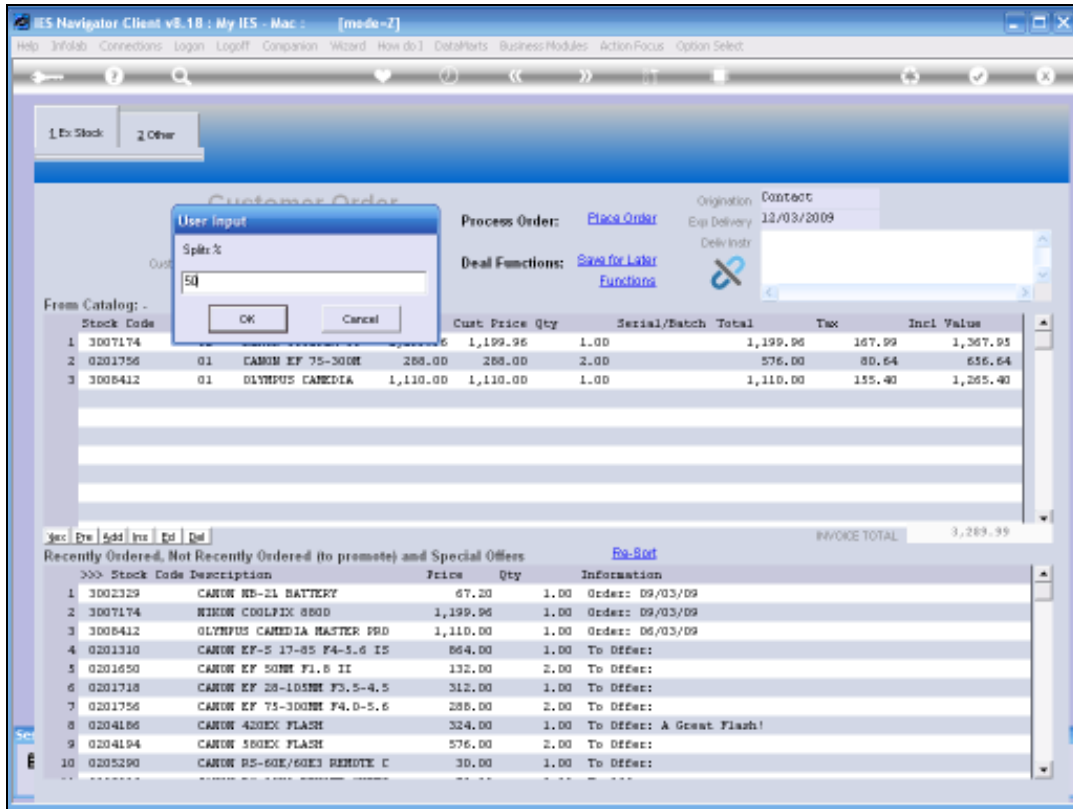
Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX S800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.6 IS	864.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8 0204106	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

Slide 11  
Slide notes:



Slide 12

Slide notes: If the commission is for one Person, we can just state the User Code. If it is to be split among multiple Users, we can just state all the User Codes.



Slide 13

Slide notes: Followed by the percentages. We do not have to state the last percentage, because it will be calculated. For example, in this case where the commission is split between 2 Users, we just state 50 for the 1st User and the 2nd user will get the remaining 50%.

The screenshot shows the IIS Navigator Client interface for a Customer Order. The window title is "IIS Navigator Client v8.1B : My IIS - Mac - [made-1]". The interface includes a menu bar (Help, Submit, Quit, Functions, Comments), a toolbar, and a main content area. The main content area has a "Customer Order" header and a "Process Order: Place Order" button. Below this, there are fields for "Customer: SHANNON, THERESA" and "Deal Functions: Save for Later, Functions". A table titled "From Catalog:" lists three items:

Stock Code	Store Description	Price	Cost Price	Qty	Serial/Batch	Total	Tax	Incl Value
1 3007174	01 NIKON COOLPIX S8	1,199.96	1,199.96	1.00		1,199.96	167.99	1,367.95
2 0201756	01 CANON EF 75-300M	288.00	288.00	2.00		576.00	80.64	656.64
3 3008412	01 OLYMPUS CAMEDIA	1,110.00	1,110.00	1.00		1,110.00	155.40	1,265.40

Below the table, there is a "GRAND TOTAL: 3,393.99" label. At the bottom, there is a section titled "Recently Ordered, Not Recently Ordered (to promote) and Special Offers" with a "Go-Start" button. This section contains a list of 10 items:

Stock Code	Description	Price	Qty	Information
1 3002329	CANON NB-2L BATTERY	67.20	1.00	Order: 09/03/09
2 3007174	NIKON COOLPIX S800	1,199.96	1.00	Order: 09/03/09
3 3008412	OLYMPUS CAMEDIA BATTERY P80	1,110.00	1.00	Order: 06/03/09
4 0201310	CANON EF-S 17-85 F4-5.0 IS	664.00	1.00	To Offer:
5 0201650	CANON EF 50MM F1.8 II	132.00	2.00	To Offer:
6 0201718	CANON EF 28-105MM F3.5-4.5	312.00	1.00	To Offer:
7 0201756	CANON EF 75-300MM F4.0-5.6	288.00	2.00	To Offer:
8 0204106	CANON 420EX FLASH	324.00	1.00	To Offer: A Great Flash!
9 0204194	CANON 580EX FLASH	576.00	2.00	To Offer:
10 0205290	CANON RS-60K/60K3 REMOTE C	30.00	1.00	To Offer:

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Slide notes: