COMMISSION TRACKER SYSTEM

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UNIVERSITI TEKNIKAL MALAYSIA MELAKA

BORANG PENGESAHAN STATUS LAPORAN

JUDUL: COMMISSION TRACKER SYSTEM

SESI PENGAJIAN: [6 – 2020/2021]

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CATATAN: * Jika tesis ini SULIT atau TERHAD, sila lampirkan surat daripada pihak

COMMISSION TRACKER SYSTEM

MUHAMMAD HARIZ BIN ZAINUDDIN

This report is submitted in partial fulfillment of the requirements for the Bachelor of [Computer Science (Software Development)] with Honours.

FACULTY OF INFORMATION AND COMMUNICATION TECHNOLOGY
UNIVERSITI TEKNIKAL MALAYSIA MELAKA

2021

DECLARATION

I hereby declare that this project report entitled

COMMISSION TRACKER SYSTEM

is written by me and is my own effort and that no part has been plagiarized without citations.

STUDENT : harizzainuddin Date : 09/09/2021

MUHAMMAD HARIZ BIN ZAINUDDIN

I hereby declare that I have read this project report and found this project report is sufficient in term of the scope and quality for the award of Bachelor of [Computer Science (Software Development)] with Honours.

SUPERVISOR : _____ Date : 09/09/2021

([DR LIZAWATI BINTI SALAHUDDIN])

DECLARATION

DEDICATION

To my beloved family and friends which have always given me the spirit and encouragement during the development of the system. Those who has always giving a good advice during the hard time and work especially my supervisor Dr Lizawati Binti Salahuddin. All of this cannot be achieved if there are no support and prayers from my beloved father and mother. Alhamdulillah, all praises to Allah for this success and honour.

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I am thankful for the helpful advice and suggestion while doing my project, "Commission Tracker System" which is a part of the final year project required for Bachelor of Computer Science (Software Development) with Honors. Without the guidance, it is impossible to complete the project. Not to forget, I would like to thanks to all my lecturers who has taught me throughout my study at Universiti Teknikal Malaysia Melaka.

ABSTRACT

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Commission Tracker System is a web-based application that implement an automated commission calculation for an insurance company. The top management of the company usually need to manually generate their own report while their agents will need to gradually ask about their commission and sales which will lead to more workloads and time consuming. This project aims to develop a web-based application that can ease the work in an insurance company efficiently and reduce their workloads. The programming language that has been used to develop this system are PHP, HTML, CSS and Javascript. The database for this system would be PhpMyAdmin which is already provided in the Laragon would be use. This system is developed by using the approach of waterfall methodology which make the development process became more systematic. This web-based application is developed, conducted, and tested in Windows Operating System. The system is used when the admin successfully approved the customer which has been key in by the agents and the system calculates the commission based on that plan automatically. This application is intended to help the management of the company to manage the records and data more effectively. Moreover, the agents can also monitor their overriding agent and their sales which can make the company become more profitable.

ABSTRAK

"Commission Tracker System" adalah aplikasi berasaskan web yang melaksanakan pengiraan komisen automatik untuk syarikat insurans. Pihak atasan syarikat sering dikehendaki untuk menjana laporan secara manual sementara agen yang lain akan sering bertanya tentang komisen dan jualan meraka di mana ia akan memberikan lebih banyak kerja dan banyak penggunaan masa. Projek ini bertujuan untuk mengembangkan aplikasi berasaskan web yang dapat memudahkan pekerjaan di syarikat insurans dengan cekap dan mengurangkan beban kerja mereka. Bahasa pengaturcaraan yang telah digunakan untuk membangunkan sistem ini adalah PHP, HTML, CSS dan Javascript. Pangkalan data yang akan digunakan untuk sistem ini adalah PhpMyAdmin di mana ia telah tersedia ada di dalam Laragon. Sistem ini dibangunkan dengan menggunakan pendekatan metodologi air terjun atau lebih dikenali sebagai "Waterfall" yang akan menbuatkan proses pembangunan menjadi lebih sistematik. Aplikasi berasaskan web ini dibangunkan, dijalankan, dan diuji dalam sistem operasi Windows. Sistem ini digunakan apabila admin berjaya meluluskan pelanggan yang telah dimasukkan oleh ejen dan sistem mengira komisen berdasarkan rancangan itu secara automatik. Aplikasi ini bertujuan untuk membantu pengurusan syarikat menguruskan rekod dan data dengan lebih berkesan. Selain itu, ejen juga dapat mengawasi ejen utama mereka di dalam penjualan mereka yang dapat meningkatkan keuntungan syarikat.

TABLE OF CONTENTS

PAGE

LIST OF TABLES

PAGE

LIST OF FIGURES

PAGE

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CHAPTER 1: INTRODUCTION

1.1 Introduction

Commission Tracker System is a system that will ease the management of a company in handling and managing the agents. The top management also can view and manage the reports of the sales made by the agents according to the package provided by the company. On the same time, top management also can manage the request made by the agents if they have successfully brought a new customer to subscribe the plan of the company. Frequently, agent will get the commission based on the plan that the customer subscribed. The commission will be calculated based on the price of the plan set by the company with the total sales of the overriding agent and then the commission of the agent will be produced. Most importantly, the top management can manage the commission for their agents to give them more motivation to boost the sales and reach the target that the top management has set. On the other hand, the agents can check their commissions and their overriding agent commissions to motivate and boost the sales of the company. This system will replace the old method of calculate manually and using pen and paper to record their sales and to check their commission. By doing this, it will make the management become more efficient and systematic.

1.2 Problem Statement

Top management of the company need to manually produce the report every month to monitor the sales of the company which will consume a lot of time and energy. On the other hand, the agents also always need to ask the top management whether the sales made by them has already calculated into their commission. They also need to calculate their commission manually which will cause of high probability of miscalculation. Furthermore, agents will have the trouble in guiding their overriding agent because they did not know the progress of their overriding agents and need to ask them frequently which will be led to a time consuming.

1.3 Objective

i. To design a solution to calculate commission automatically and managing the organization of the insurance company from top management to agents.

ii. To develop a Commission Tracker web-based system using php, html, javascript and css referring to the information that has been gathered.

iii. To test the system efficiency and usability by conducting user acceptance testing based on questionnaires.

1.4 Scope

i. Top Management of Company
   - Manage insurance plan of the company.
   - Manage the company agents.
   - Manage the announcement and request.
   - View company sales report.
   - Manage the commission based on price of plan.

ii. Agents and overriding agents of the Company.
   - Add and manage the customers.
   - View the sales commission.
   - Monitor overriding agent performance.
   - View and add the announcement.
   - Manage user profile.

1.5 Project Significance

This system is developed to help the management of the company in managing their company in more efficient and systematic way. This system allows the sales to be calculated automatically after agents submit the customer and gets approval from the top management. Automatic sales report also has been implemented for the management to check the sales of the company and for the agents to have a view on their sales. This will thus help the company to boost and monitor their sales by using this Commission Tracker System.

1.6 Expected Output

The expected outcome is Commission Tracker System will ensure the management of the company to become more systematic and efficient by generating and produce the reports automatically which will reduce the workloads. On the same time, it also can automatically calculate the commissions made by the agents and replacing the old method of manual calculation which will save a lot of time. Agents can also monitor the progress of their overriding agents by using the Commission Tracker System.

1.7 Conclusion

This chapter discussed the problem statements, objectives, scopes, project significance and expected outcome of the system. It will provide a way for user to understand more about the starting point of the development of this system.

CHAPTER 2: LITERATURE REVIEW AND PROJECT METHODOLOGY

2.1 Introduction

This chapter covers the detail of the project that related to literature review and project methodology used to complete and work excellent with this project. The focus in this chapter will be about facts and findings, methodology of the project, the requirement of the project and the schedule and milestone of the project. This is used to achieve the project goal with a perfect outcome.

2.2 Facts and finding

Fact finding is one of the formal processes to collect information and data. Usually the method would be research, interviews, or questionnaires to get the information needed. This section will represent the data which have been gathered.

2.2.1 Domain

Commission Tracker System is a web-based application that focuses mainly on the insurance company business that will monitor the management of the sales. The system will be mainly developed by using Laragon. Laragon is a software distribution which provides the Apache web server, MYSQL database, Php and Perl all in one package. It has all the features needed to develop Commission Tracker System. The source code editor is by using Sublime Text 3.

Figure 2.1 Laragon

Basically, this system is developed mainly by using Php, HTML, CSS and JavaScript for its front-end and back-end. HTML and CSS are used to make the graphical user interface while PHP is used in the back end processed such as calculation, running SQL statements and many more. The database for this system would be PhpMyAdmin which is already provided in the Laragon would be use. SQL is used to make any process that are related to database such as insert, update, and delete.

2.2.2 Existing System

(a) Manual methods with papers

The current existing system does not have a simple way on dealing with the management. The top management of the company need to record every detail of the customer by using pen and paper which it will consume a lot of time. The management also will get stress in making and producing the report if there are too many papers to deal with. Furthermore, the commission for the agents also need to be calculated manually by using calculator which is a lot of work to do in the management.

The agents also will have the problem in securing their commission and sales because they did not know whether the management have already key in their sales. The agents will need to call and get the confirmation every time they have made their sales which is a lot of work compared to the proposed system. The agents also need to request a report from the management if they wanted to see their performance in making their sales. Moreover, the agents cannot monitor their overriding agents which will be huge loss for the agents and the company.

This manual method is not wrong because before this, we only rely on this method as the technology is not yet evolve in the past year. However, this method needs to be replaced as we have a lot of more advance technology

which can help the company to manage their management in more systematic and efficient way. Hence, it also can reduce the risk of miscalculation during the commission calculation.

(b) Microsoft Excel

AGENT SUMMARY

FWD

AGENCY CODE	A12345

AGENT NAME	AGENT ID
NUR AINAA BINTI MAHMOOD	123456

TOTAL ACE	TOTAL COMISSION
RM35,909.16	RM554.18
TOTAL OVERIDING ACE	**TOTAL OVERIDING COMISSION**
RM0.00	RM0.00

ACCUMULATE COMISSION PER MONTH INCLUDING

JANUARY	FEBRUARY	MARCH	APRIL	MAY	JUNE
RM146.38	RM231.13	RM343.63	RM381.13	RM456.45	RM554.18
JULY	**AUGUST**	**SEPTEMBER**	**OCTOBER**	**NOVEMBER**	**DECEMBER**
RM554.18	RM554.18	RM554.18	RM554.18	RM554.18	RM554.18

TOTAL COMISSION	RM554.18
TARGET COMISSION	RM3,000.00
TOTAL ACE TO ACHIEVE COMISSION GOAL (ILP)	RM144,000.00
OTAL ACE TO ACHIEVE COMISSION GOAL (TRADITIONA	RM102,857.14

Figure 2.2 Summary of sales

FWD

AGENT NAME : NUR AINAA BINTI MAHMOOD
PRODUCT PLAN : LEGACY

NO	POLICY NUMBER	CLIENT NAME	COMISSION PAYMENT DATE	SUBMISSION DATE	DUE DATE	ACE	PRODUCT	PAYMENT TERM	PAYMENT MODE	COMISSION YEAR 1
EX1	EX 12345	EXAMPLE 1	15	20/2/2020	20/2/2020	RM10,000.00	Legacy	20	Monthly	25.00%
		TOTAL				RM15,154.20				RM
		FEBRUARY								
1	L0038928	Azizan Bin Ismail @ Abd Malek	15	23/2/2020	23/6/2020	RM2,268.00	Legacy	20	Monthly	25.00%
2	L0046562	Nur Ainaa Binti Mahmood	15	28/2/2020	28/4/2020	RM1,800.00	Legacy	20	Monthly	25.00%
		TOTAL				RM4,068.00				RM
		MARCH								
1	L0051666	Nordin bin Abu Bakar	30	10/3/2020	10/5/2020	RM1,800.00	Legacy	20	Monthly	25.00%
2	L0054742	Mohd Nazim bin Mohd Shokri	15	19/3/2020	18/5/2020	RM1,800.00	Legacy	20	Monthly	25.00%
3	L0062089	Siti Mahirah binti So'odi	15	30/3/2020	30/5/2020	RM1,800.00	Legacy	20	Monthly	25.00%
		TOTAL				RM5,400.00				RM

Figure 2.3 Example of data input