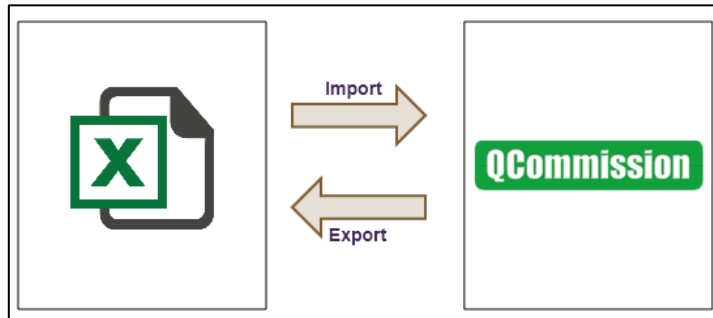# QCommission

## Pay People Properly

**Overview**

Sales commission programs are possibly the most variable programs conducted by a firm. These programs tend to vary significantly from industry to industry, and many times within companies in an industry. Sales commission programs tend to be different by employees even within a single firm. Because of the highly variable nature of commission calculations, solutions attempting to solve the problem must be highly sophisticated. At the same time, they should not burden the user with additional complexity in their operations. One key area of complexity is allowing data interchange between the customer's existing accounting systems and the commissions system. A commission system that can understand the structure of the accounting system data and seamlessly bring in the appropriate data necessary for calculating commissions can be a huge benefit in reducing the inherent complexity in that process.

QCommission is a powerful, flexible sales commission software tool. It calculates sales people's compensation accurately, quickly and professionally. QCommission is integrated with QuickBooks® but can also be operated stand- alone.

EXCEL is used very widely by everyone because it is very helpful, and it helps in saving a lot of time. Excel is a spreadsheet program. Excel spreadsheets software come with million rows of data and automate number crunching, but this popular spreadsheet software can do more than just figures. Excel is commonly used for financially related activities. The reason for its popularity is that the user can define custom formulas for calculating quarterly, half yearly and annual reports. This spreadsheet software also helps the individuals and professionals to effectively keep a track of sales leads, project status reports, and invoice reports. That means it's used to create grids of text, numbers and formulas specifying calculations. That's extremely valuable for many businesses, which use it to record expenditures and income, plan budgets, chart data and succinctly present fiscal results. The most impressive thing about Excel is that it can be used anywhere for any kind of work. you can analyze larger amounts of data to discover trends. With the help of graphs and charts, you can summarize the data and store it in an organized way so that whenever you want to see that data then you can easily see it. It becomes easier for you to store data and it will save a lot of time for you. Excel can be applied to many different problems. It can be programmed to pull in data from external sources automatically and running the data through formula such as financial models to update such information in real time.

## Technology

OLE DB is Microsoft's strategic low-level application program interface (API) for access to different data sources. This is being used to communicate with Excel files. QCommission utilizes a technology called QXchange to integrate to other applications including Excel file. Specific data access plug-ins (DAP) for different systems can be added to QXchange to integrate with various data sources. A special DAP for Excel allows QCommission to exchange data with Excel files.

## Importing Data

Commissions are primarily calculated on Revenue. Revenues are mostly based on invoices added in the accounting system. From the accounting system we can export the data into Excel file then it can be imported into QCommission easily. The various attributes of invoices can be used in the calculation of commissions. In many situations, sales reps are directly associated with invoices. This can be used in properly crediting the invoice to the sales rep prior to calculating commissions. Other data attributes useful in commission calculations include Quantity, Amount, Customer, Product, etc.

A key requirement is the ability to only import transactions for the particular commission period that is being currently processed. The QCommission system automatically understands the date range being processed and only brings in the transactions necessary for proper calculations.

## Master Data

In addition to transactional data, QCommission can import master data such as Customer, Item, Vendor, etc. The data imported can include the hierarchy structure. This becomes very useful in calculating commissions based on these various criteria.

**Exporting Data**

Sales reps are normally people on the payroll of the company. Many companies use the payroll functionality available within their accounting systems to issue the paychecks. In addition to base pay, sales commission payments will need to be processed and provided as paychecks to the employees. QCommission can export the commission information for a specific payee. Sales commission payout information can then be processed as part of the paycheck.

**Conclusion**

QCommission does a tremendous job, understanding the intricacies of the EXCEL as well as the complications inherent in the data integration process.  With this ability it integrates the two systems in such a manner that the complexity to the customer is reduced to a minimal level.