

The background features a large, abstract geometric shape composed of various shades of green triangles and polygons, extending from the top-left corner towards the bottom-left. The rest of the page is white.

QCommission

Pay People Properly

www.qcommission.com

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.

PDF used to display documents in an electronic form independent of the software, hardware or operating system they are viewed on, it has become an international de-facto standard for exchanging documents and information. A PDF displays the exact same content and layout no matter which operating system, device or software application it is viewed on. The PDF format allows you to integrate various types of content – text, images and vector graphics, videos, animations, audio files, 3D models, interactive fields, hyperlinks, and buttons. All these elements can be combined within the same PDF file and organized as a report, a presentation or a portfolio. PDFs are easy to create, read and use by everyone. Secure options to set up different levels of access to protect the content and the whole document, such as watermarks, passwords or digital signatures. Although PDFs can theoretically contain unlimited amount of information, they can be compressed into a file size that is easy to exchange while retaining full control over the level of image quality.

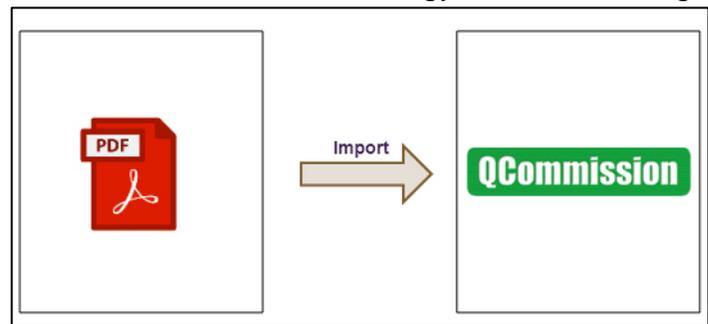
PDF files are primarily used in insurance industries. Each carrier data is being loaded into PDF and it is expected to be imported in QCommission system. The PDF files can be available in a website location, email, exported from other accounting systems. QCommission has a powerful engine to load the PDF data for calculating commissions out of it.

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Technology

PDF files are files that can be read through file streams, PDF reader components from third parties. QCommission uses standard third-party libraries to read the PDF data. Simple PDF files can be read through file streams. In case of complex PDF files, it requires third party components, which will read the data and flush out as text. From the text, system will parse the data system and load into QCommission. In case of website carrier files, can be automated using tools and data can be loaded into the QCommission utilizes a technology called QXchange to integrate to other applications including PDF 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 PDF allows QCommission to exchange data with PDF. Scanned/photocopy PDF files and password protected files cannot be read.



Importing Data

Commissions are primarily calculated on Revenue/amount from the policies. Revenues are mostly based on the policy amount which is generated for each carrier. From the PDF files, the data can be pulled, parsed and loaded into QCommission in an automated fashion. From the carrier data, respective policy information can be loaded into Policy master.

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.

Conclusion

QCommission does a tremendous job, understanding the intricacies of the PDF 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.