

QCommission

Pay People Properly

QCommission Integration With NetSuite

www.qcommission.com

Overview

Sales commission programs are possibly the most variable programs conducted by a firm. The calculation of sales commissions is a very complex problem, yet most companies use highly manual processes to do the work. With QCommission the entire process of automating sales commissions can be accomplished. 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. Sales people work hard to close their sales and expect to get their sales commissions correctly and on a timely basis. They need clear and detailed statements that explain the basis of every calculation. With the advent of Customer Relationship Management (CRM) systems, companies are attempting to automate the sales process and customer interactions. With NetSuite CRM+, you have the flexibility to schedule complex commission structures based on how you do business. You can structure commissions in any number of ways based on quantity, sale amount, service sold, profitability of the product sold, or percent of quota that is reached.

QCommission is a powerful, flexible sales commission software tool. It calculates sales people's compensation, accurately, quickly and professionally. QCommission is designed to integrate with QuickBooks®, Salesforce.com, Sage Intact, MS Dynamics GP, MS Dynamics AX, Sugar CRM, Xero, PDF files and many others. QCommission can also operate stand-alone.

NetSuite is the leading integrated cloud business software suite, including business accounting, ERP, CRM and ecommerce software.

Technology

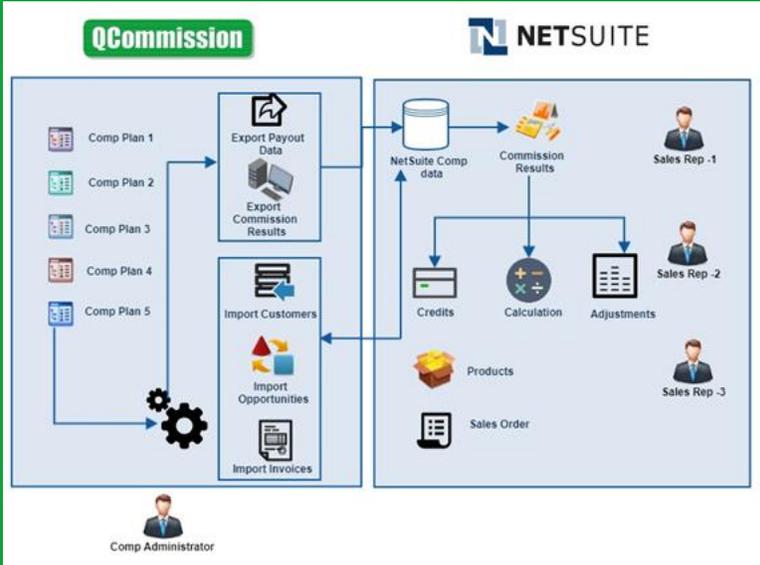
NetSuite supplies SOAP web services, a pool of SOAP web services calls for building applications and integrating with NetSuite objects. This set of SOAP web services provides a web-based view of all records, fields, lists, enumerations, operations, warnings, errors, and faults in SOAP web services. The platform also ensures that the third-party product is properly authenticated prior to getting access to the NetSuite data. All access to NetSuite is through the SOAP web services request.

The service involves no hardware, no large and upfront license fee, no maintenance fees associated with hardware or software, and no complex set ups. Companies use NetSuite for enterprise resource planning (ERP) and to manage inventory, track their financials, host e-commerce stores and maintain customer relationship management (CRM) systems. This flexible platform can be applied to a range of business applications.

QCommission utilizes a technology called QXchange to integrate to other applications including Netsuite. Specific data access plug-ins (DAP) for different systems can be added to QXchange to integrate with various different data sources. A special DAP for Netsuite allows QCommission to exchange data with Netsuite.

Architecture

QCommission is a fully web-based SaaS application with the ability to be implemented as a public or private cloud application.



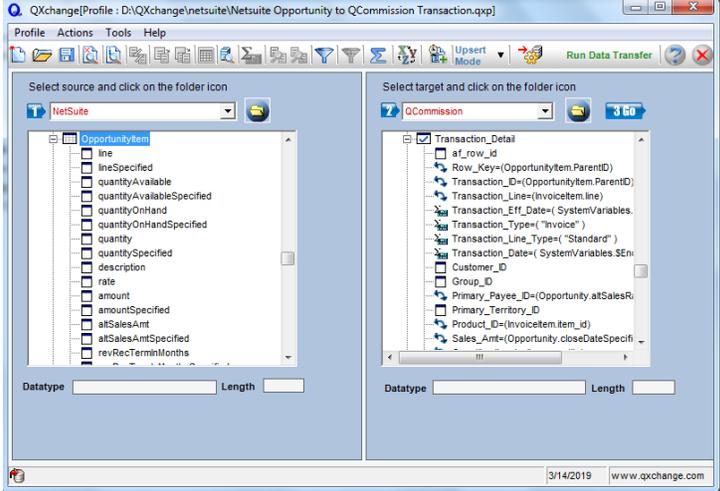
Data Objects

The QXchange layer loads data from NetSuite to QCommission or vice versa. Any data table in NetSuite can be used to extract and load data.

Customers: This object shows the customer information of the company.

Job: This object allows businesses to design, track and pay sales commission plans.

Employees: This object provides employee personal information, employment verification letter requests, onboarding tasks for new employees, and offboarding tasks for employees leaving the company.



Invoices: This object generates a invoice number for this transaction on save of the record.

Opportunities: This object shows which source transactions were credited to which sales person.

Customer Payment: customer uses their online invoice to pay you securely through the payment service.

Credit Memo: This object is a document issued by the seller of goods or services to the buyer, reducing the amount that the buyer owes to the seller under the terms of an earlier invoice.

Estimate: This object provides estimated amount you will pay as the commission. In estimate field NetSuite generates an estimate number for this estimate on save of the record.

Purchase Orders: This object is an official document that a buyer issues to a seller, indicating relevant information about what they want to buy, the quantity, the price agreed for that particular product or service.

Sales Orders: This object automate your entire order to cash flow by removing bottlenecks and optimizing processes to deliver on-time

Vendor Credits: This object uses credit limits to manage the amount you spend using credit with vendors.

Vendor Payment: This object handles the payment of money to vendors for payment of accounts. It is similar to Cash Payments but additional data entry fields are provided for the entry of vendor details

The data is specific to each sales rep and the sales people can access their data in detail. Queries can be executed, and reports can be generated against these data objects.

Conclusion

QCommission does a tremendous job calculating individual commissions for the sales person. With this integration it ties the two systems in such a manner that the complexity to the customer is reduced to a minimal level.