QCommission

Pay People Properly

Overview

The calculation of commissions is a very complex problem, yet most of companies use highly manual processes to do the work. With more industry standards such as Sarbanes-Oxley Act, HIPPA, PCI etc., the extensive usage of an automated sales commission system has become an essential part of the today's business. With the QCommission application, we can eliminate the complex problem of calculating sales commissions. For sales people, nothing is more important than earning a commission for their sales performance. Sales people work hard to close their sales and expect to get their sales commissions accurately and on a timely basis.

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They expect the calculations to be accurate based upon the agreed upon compensation plans. They need transparent and detailed statements that explain the basis of every calculation. Most sales people would agree that they do not get a clear and correct commission statement. Compensation plans are by their nature complex. The data needed to calculate the plans is not always available from a single source, the plans change on a regular basis and there are exceptions to the exceptions. Sales people get their sales commissions typically weeks after the period is over. Frequently the crediting and calculations are incorrect. As a result, the commission statements are not clear and obvious. They have no idea how they are getting paid, or waste time trying to figure out what they should get paid. Companies and sales people must deal with compensation litigations for paying less or paying over the expected results.

QCommission is a powerful, flexible sales commission software tool. It calculates sales people's compensation accurately and quickly. QCommission is integrated with Xero but can also be operated stand- alone.
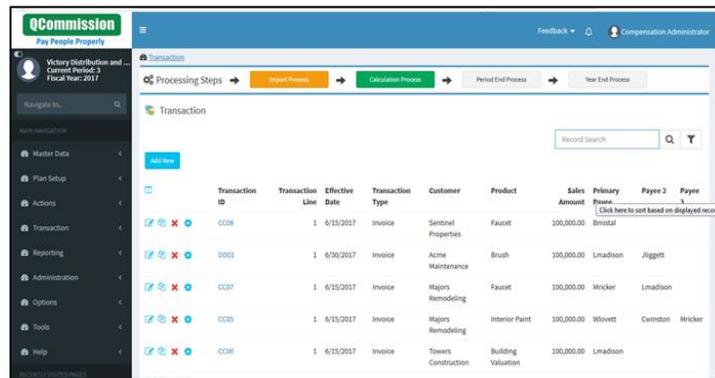
Sage 500 ERP (formerly Sage ERP MAS 500) is a complete enterprise management solution that was developed to help progressive companies streamline operations and manage with insight. A complete enterprise management solution, Sage 500 ERP integrates unmatched financial accounting software with the full range of business functions in a modular design, and with a low cost of ownership and high ROI. From supply chain. management to innovative eCommerce solutions to the latest .NET-based applications, Sage 500 ERP continues to deliver solutions that increase user productivity and lower overall costs.

Technology

MAS 500 uses Microsoft SQL server as database to store the data. QXchange uses the MAS 500 DAP (Data Access Plug-in) to connect and extract the data. The DAP will identify the MAS 500 objects such as Sales, AR, Purchase, Inventory etc. and fetch the data from the underlying tables.

Source Data

MAS 500 can be defined as source data and the various objects can be accessed. Field level data from the objects can be extracted and mapped to destination objects and fields in different data formats. Data from multiple objects can be extracted. Multiple profiles can be set up to extract data from various objects. Source data can also be filtered using various expressions. Prior to executing extract, the source data can be viewed to make sure, the right records are getting selected.

Target Data MAS 500 can be defined as target data and the various objects can be updated. Data can be updated to multiple objects. In some cases, update may have to affect multiple data objects at the same time, for example, Invoice Header and Line. Data can be updated in various modes: Insert, Update, and Upset. Insert expects the record being updated to be new and unique. Update expects the record to already exist. Upset tries to insert first and if that fails tries to update.

Conclusion

QCommission does a tremendous job, understanding the intricacies of the Sage Intacct data structure as well as the complications inherent in the data integration process. With this ability and its ease of use, it allows users to make more effective use of their Sage Intacct data process.