



QCommission

Pay People Properly

www.qcommission.com

QCommission enables you to quickly calculate commission, draw and bonuses, verify results and distribute this information to your account executives, sales reps, managers, Vice Presidents, etc. Present the commission information in such a way that your staff clearly understands what they are being paid and why they are being paid at a very detailed level. Excel and manual calculations can introduce a lot of errors into your calculations and cause your staff to lose trust in you. QCommission can help avoid that by calculating all commissions systematically and reliably.

Calculate Accurately with Flexible Rules

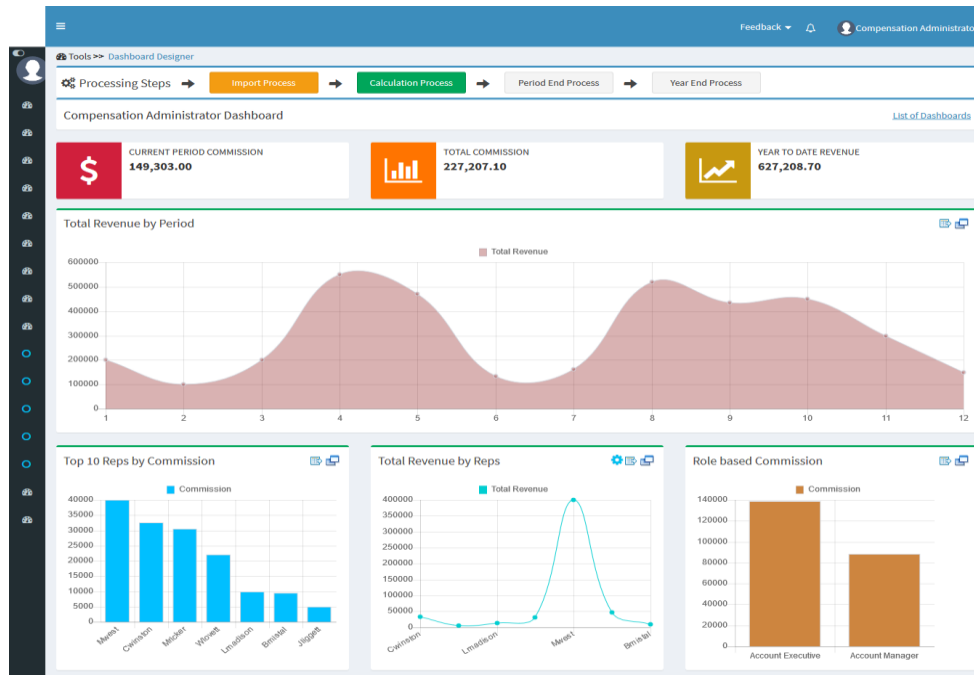
QCommission provides a lot of flexibility to set up commission plans that are unique to your company and your payees.

- Pay commissions for various departments such as Mortgage, Retail, Wealth Management and Credit
- Pay commission by various types of services such as new accounts, asset under management, etc
- Calculate commissions-based on sales revenue or profit
- Pay commissions one-time or recurring
- Pay different commission rates for different services
- Pay different commission rates by payment plan
- Pay different commission rates for sales reps
- Split commission rates between sales reps
- Pay overrides to managers and Vice Presidents
- Deduct service fees prior to calculating commissions
- Pay referral commissions
- Pay commissions as a portion of results, flat amounts, tier rate with thresholds, etc.
- Calculate incentives weekly, bi-weekly, monthly and other
- Handle negative payouts.
- Pay draws or guaranteed payouts.

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Import/Export



QCommission is designed to integrate with Salesforce.com, Sage Peachtree, Sage Intacct, MS Dynamics GP, MS Dynamics Axapta, QuickBooks, SugarCRM, Xero, NetSuite and many others. QCommission can also accept Excel, fixed file and delimited format files. QCommission can process some PDF format files too.

QCommission can also operate stand-alone.

- Import data from Sales/Accounting systems including new accounts, renewals, fees, Payees, Customers and Products.
- Import from Byte files, Calyx Point files, Excel, and fixed or text-delimited files.
- Restrict Transaction import using a date range.
- Export Commissions directly back to Accounts Payable or Payroll
- Export data to Excel, and fixed or text-delimited file formats.

Plan Setup

- The QCommission Plan describes an individual’s sales commission plan in detail.
- Calculate payouts weekly, bi-weekly, monthly, bi-monthly, quarterly etc.
- Have multiple commissions and bonuses per plan
- Create unique plans for every payee.
- Share plan calculations among payees.

Reporting

- Produce detailed commission statements by payee.
- Reproduce commission statements for prior periods.
- Report on split credits and uncredited transactions
- Analyze historical transaction and payment information
- Email commission statements to payees.
- View commission statements through the web.

Txn	Date	Type	Paid Date	Customer	Product ID	Qty	Sales Amount	Credit Amount	Comm Rate	Paid Amount																						
Zenith Banking Solutions, Inc. - Sales Commission Statement <div style="float: right; border: 1px solid black; padding: 5px; background-color: #008000; color: white; font-weight: bold;">QCommission</div>																																
Payee ID : Brenda Rep		Plan ID : Teller Referral Commission		Gross Payout Amt : 160.00		Balance																										
Payee Name : Brenda Rep		Period : 1 [1/1/2016 - 1/31/2016]		Draw/Adv Adjustment : 0.00				0.00																								
Territory ID : 1012		Position : Teller		Cap Adjustment : 0.00				0.00																								
Currency : USD		Fiscal Year : 2016		Minimum Pay Adjustment : 0.00				0.00																								
				Other Adjustment : 0.00				0.00																								
				Adjustment To Payout : 0.00				0.00																								
				Recovery From Payout : 0.00		Net Payout Amt :		<input type="text" value="160.00"/>																								
<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>Incentive ID</th> <th>Goal Amt</th> </tr> </thead> <tbody> <tr> <td colspan="2">NPS Incentive</td> </tr> <tr> <td>AA05 - 1</td> <td>100.00</td> </tr> <tr> <td colspan="2" style="text-align: right;">Total (USD) :</td> </tr> <tr> <td>8.5</td> <td>100.00</td> </tr> <tr> <td colspan="2">Referral Commission</td> </tr> <tr> <td>AA01 - 1</td> <td>10.00</td> </tr> <tr> <td>AA02 - 1</td> <td>20.00</td> </tr> <tr> <td>AA03 - 1</td> <td>30.00</td> </tr> <tr> <td colspan="2" style="text-align: right;">Total (USD) :</td> </tr> <tr> <td>0</td> <td>60.00</td> </tr> </tbody> </table>											Incentive ID	Goal Amt	NPS Incentive		AA05 - 1	100.00	Total (USD) :		8.5	100.00	Referral Commission		AA01 - 1	10.00	AA02 - 1	20.00	AA03 - 1	30.00	Total (USD) :		0	60.00
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0	60.00																															

Open Transactions with Zero Quantity

Transaction ID	Transaction Eff Date	Transaction Type	Product	Customer	Sales Amount
500		New Account	Checking Account	Allen, Mathew	500
750		New Account	Savings Account	Bryan, Parker	750
1000		New Account	CDF Account	Chile, Palmer	1000
20000		Lending	Auto Lending	Ken, Peter	20000
100		Profitability	Mutual Funds	Ellen, Adams	100
1500000		Profitability	Savings Account	Bryan, Parker	1500000
100000		Loan	FHA	Chile, Palmer	100000
200000		Loan	VA	Bryan, Parker	200000
500000		Deposit	Investment Management	Ellen, Adams	500000
1000000		Deposit	Accounts	Chile, Palmer	1000000
Total					3322350

Date : 5/8/2018 07:02 AM

List of Payee

Payee Name	Payee Type	Job Category	Manager ID	Is Eligible
	Sales Rep	New Accounts Manager		True
	Sales Rep	Teller		True
	Sales Rep	Branch Manager		True
	Sales Rep	Lending Manager		True
	Sales Rep	Mortgage Loan Officer		True
	Sales Rep	Client Manager		True

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Year to Date Commission Payout

Fiscal Year	Period	Payee Name	Payee Job Category	Credit Amt	Calc Payout Amt	Currency
Payee_ID : Andy Rep						
2016	1	Andy Rep	New Accounts Manager	2750.00	525.00	USD
				2750.00	525.00	
Payee_ID : Brenda Rep						
2016	1	Brenda Rep	Teller	2850.00	160.00	USD
				2850.00	160.00	
Payee_ID : Charles Rep						
2016	1	Charles Rep	Branch Manager	300500.00	600.00	USD
2016	1	Charles Rep	Branch Manager	1500000.00	5000.00	USD
				1800500.00	5600.00	
Payee_ID : Diana Rep						
2016	1	Diana Rep	Lending Manager	20600.00	150.00	USD
				20600.00	150.00	
Payee_ID : Edna Rep						
2016	1	Edna Rep	Mortgage Loan Officer	300000.00	1800.00	USD
				300000.00	1800.00	
Payee_ID : Robin Rep						
2016	1	Robin Rep	Client Manager	1500600.00	1050.00	USD
				1500600.00	1050.00	
				3627300.00	9285.00	