

QCommission

Pay People Properly

Finance Debt Legal Service

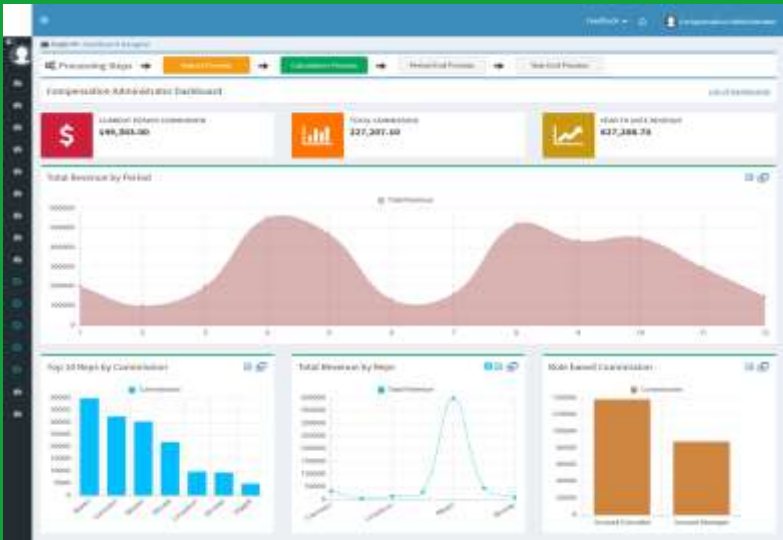
www.qcommission.com

QCommission enables you to quickly calculate commission, verify results and distribute this information to your agencies, agents, brokers and staff. You can present the commission information in such a way that the sales people clearly understand 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 sales people 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 commission by various types of services such as legal, audit, etc.
- Calculate commissions-based sales revenue or profit.
- Pay commissions at time of invoicing, at time of payment or when job is complete.
- Pay commissions on one-time payments or on multiple payments for a payment plan.
- 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 principals
- 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 Chargeback commissions for cancelled contracts.
- Handle negative payouts.
- Pay draws or guaranteed payouts.



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 also process some PDF format files. QCommission can also operate stand-alone.

- Import data from accounting system including Invoices, Expenses, Payees, Customers and Products.
- Import from Excel, PDF and fixed or text-delimited files
- Restrict Transaction import using a date range.
- Export Commissions payouts for accounts payable and payroll
- Export data to Excel, and fixed or text-delimited file formats.
- Eliminate shipping, tax charges from calculations

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.

QCommission Fiscal Year : 2006

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Victory Distribution and Services, Inc.
Payees Commissions Report To Manager

Payee	Position	Gross Pay Amt	Draw Adj	Cap Adj	Other Adj	Net Pay Amount	Currency
Period : 1							
Barb Mistal	Sales Representative	9,600		6,600		3,000	
John Liggett	Sales Representative	2,000				2,000	
Ward Lovett	Sales Representative	7,600.6				7,600.6	
Period Total :						12,600.6	
Period : 2							
Barb Mistal	Sales Representative	11,800		8,800		3,000	
John Liggett	Sales Representative	1,000				1,000	
Ward Lovett	Sales Representative	4,400.4	599.6			3,800.8	
Period Total :						9,000	
Period : 3							
Barb Mistal	Sales Representative	17,200		14,100	-100	3,000	
John Liggett	Sales Representative	2,000			900	2,900	
Ward Lovett	Sales Representative	36,100.9	-599.6	13,501.3		22,000	
Period Total :						27,900	
Manager :						49,500.6	

Payee Ranking by Attainment

Performance Category	Fiscal Year 1	Period 1	Payee ID 1	Payee Name 1	Territory ID 1	Attainment 1	Attainment Percent 1	Goal Amount 1	Currency 1
Job Category : Sales Manager	2016	1	David Mgr	David Mgr	Downtown Office	3,846.00	0.00	0.00 USD	
Manager Commission									
Job Category 1	2016	1	House	House	DEPT-LEGAL SERVICES, INC	3,846.00	0.00	0.00 USD	
House Service Fees									
Job Category : Debt Consultant	2016	1	Andy Rep	Andy Rep	Downtown Office	2,000.00	0.00	0.00 USD	
Audit Fees Commission									
Job Category 1	2016	1	House	House	Downtown Office	2,000.00	0.00	0.00 USD	
Audit Fees Commission									
Job Category : External Agency	2016	1	Riviera Fees Agency	Riviera Fees Agency	Downtown Office	1,846.00	0.00	0.00 USD	
Revenue Commission									

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Debt Legal Services, Inc. - Sales Commission Statement

Payee ID : Andy Rep	Plan ID : Debt Consultant Plan	Gross Payout Amt :	322.00	Balance	
Payee Name : Andy Rep	Period : 1/11/2016 - 1/14/2016	Draw/Adv Adjustment :	0.00		
Territory ID : Downtown Office	Position : Debt Consultant	Cap Adjustment :	0.00		
Currency : USD	Fiscal Year : 2016	Minimum Pay Adjustment :	0.00		
		Other Adjustment :	0.00		
		Adjustment To Payout :	0.00		
		Recovery From Payout :	0.00	Net Payout Amt :	322.00

Trn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Audit Fees Commission									
Goal Amt : 0.00									
A4301 - 1	1/14/2016	Payments		Joe Strupack	Loan Audit Fees	2,000.00	1,305.00	40.00	322.00
Total :						2,000.00	1,305.00		322.00

Payees Incentive Commissions Report by Manager

Fiscal Year 1	Payee ID 1	Payee Name 1	Position 1	Incentive 1	Company 1	Period 1	Goal 1	Paid Amt 1	Attainment 1	Cap Payout Amt 1	Currency 1
2016	Andy Rep	Andy Rep	Debt Consultant	Audit Fees Commission	Debt Legal Services, Inc.	1	0.00	0.00	0.00%	0.00	USD
2016	David Mgr	David Mgr	Sales Manager	Manager Commission	Debt Legal Services, Inc.	1	0.00	0.00	0.00%	0.00	USD
							10.00	0.00	0.00%	0.00	

Victory Distribution and Services, Inc.

Payee Ranking by Attainment

Performance Category	Fiscal Year	Period	Payee ID	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID	Currency
Payee Job Category : Sales Manager										
			Christine	Chr Thomas	1,500,000	1,570,000	1	Sales Manager	8001	
			Nicole	Nicole Fisher	2,000,000	1,300,000	2	Sales Manager	8002	
Payee Job Category : Sales Representatives										
			Wileen	Wileen Loren	1,000,000	790,000	1	Sales Representative	T00001	
			LeslieAnn	Leslie Madala	800,000	480,000	2	Sales Representative	T00001	
			Sharon	Sharon Tice	100,000	100,000	3	Sales Representative	T00001	
			Rebecca	Rebecca Madala	200,000	200,000	4	Sales Representative	T00001	
			Joyce	Joyce Leggett	20,000	20,000	5	Sales Representative	T00001	