



# Energy sales and marketing

[www.qcommission.com](http://www.qcommission.com)

Energy utilities and producers use third party sales and marketing organizations to book business on their behalf. The sales and marketing organizations sign up long-term contracts with residential and commercial customers. The energy producers then bill the customer for consumption. Once that happens, they calculate the commissions due for the sales and marketing firms that brought in the business and pay out periodically with associated reports of business.

QCommission enables you to quickly calculate commission, verify results and distribute this information to your sales reps, agents and other 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 setup, consumption/ATMS, audit, etc.
- Calculate commissions based on quantity such as Mill/KwH, sales revenue or profit.
- Pay commissions at time of contract, invoicing, payment or when job is complete.
- Pay commissions on one-time payments or on multiple payments for a payment plan.
- Pay commission on annualized amounts and true-up at end.
- Pay different commission rates for different services
- Pay different commission rates by effective dates
- 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.
- Approve calculations and payments via workflow.



**Energy Sales Marketing, Inc.**  
**Payee Ranking by Attainment**



Performance Category : Fiscal Year : 2016  
Period : 1

Payee ID	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID	Currency
<b>Payee Job Category :</b>							
David Mgr	David Mgr	29,900	1	1		California	
Charlie Leader	Charlie Leader	27,500	2	2		California	
Brenda Rep	Brenda Rep	1,200	3	3		California	
Andy Rep	Andy Rep	1,000	4	4		California	

**Energy Sales Marketing, Inc.**  
**Payout by Payee - Transaction Summary**



Transaction Eff-Date Between : 01/01/16 and 12/31/16

Payee	Payee Name	Sales Amt	Credit Amt	Paid Amt	Currency
Andy Rep	Andy Rep	1,000	6	540	
Brenda Rep	Brenda Rep	1,200	7	567	
Charlie Leader	Charlie Leader		27,500	3,000	
David Mgr	David Mgr	2,400	27,514	4,260	
<b>Grand Total:</b>		<b>4,600</b>	<b>55,027</b>	<b>8,367</b>	