

**QCommission**

Pay People Properly

## Furniture and Decor

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

QCommission enables you to quickly calculate commission, draw and bonuses, verify results and distribute this information to your account executives, recruiters, consultants and managers. 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 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.

## Case Study

### JMC Furniture Selects QCommission for their Sales Commission



#### Customer Profile

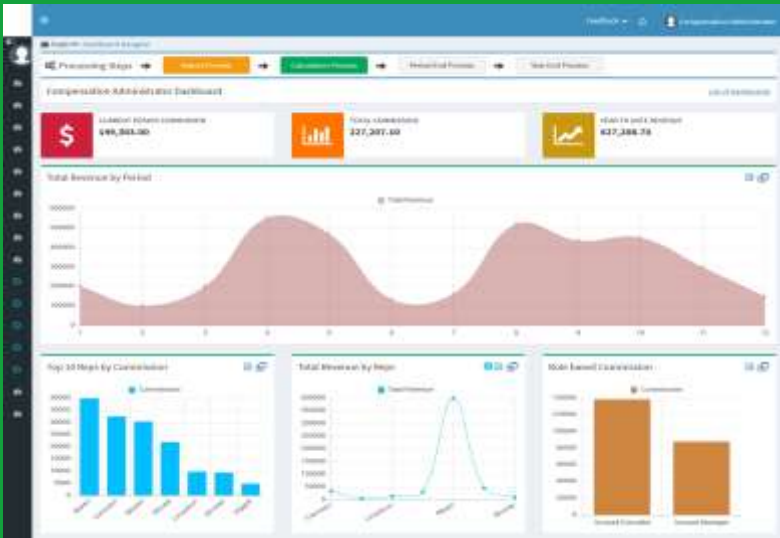
JMC Furniture is an exclusive North American Distributors of Superlative Topalit Tabletops and an authorized North American wholesaler of the world's finest custom tabletops and other furniture. They sell nation's finest quality products like Topalit table tops, Cast iron basis, Outdoor basis, Chairs, Barstools, Outdoor chairs, Outdoor barstools and Outdoor lounge. JMC carefully crafts from the most durable woods and composites to resist fading, cracking, chipping, staining, and burning. With best is delivery system, JMC offers fast freight quoting, quick shipping and can accommodate customers with special delivery dates and tracking numbers. JMC Furniture, are dedicated to getting commercial restaurant furniture as fast as possible and at a price that always gives their customers with a competitive advantage.

#### The Problem

Prior to QCommission, JMC was calculating commission manually using spreadsheet and QuickBooks reports. Andrew Thomson, National Account Manager spends numerous hours in extracting the data into a spreadsheet and massaging the data and to align to their complex commission rules. This manual process led to human errors and a very time-consuming task every week. Distribution of commission statement/reports and error resolution is also chews up his busy schedule.

#### The Project

QCommission implementation team started the project by doing an in-depth discovery meeting with Andrew and his team and configured all the necessary sales compensation plans and fully automated the commission process. QCommission could provide an easy template interface to import all of their complex commission rate schedules for primary, depending and chain payees. In addition to this commission rate the import, the transactions from QuickBooks online was seamless and with just click of a button and all of their current week's invoices/credits were processed in QCommission. There were 2 different commissions



#### 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.

plan incentives configured in QCommission (Sales Rep commission and Manager override commission). The commission statement was laid out in a clean and readable manner for their sales rep and managers. The project was low to medium complex and got completed with within the estimated budget cost, with accurate calculations and all their reporting need.

### Quote

“QCommission team has been extremely easy to work with, and they have been very prompt and on top of everything. Any issues I had were resolved within 24 hours. Since starting at this company, I have restructured and built every system we use, accounting, phones, CRM software, warehouse management systems. This has been the first company that I have yet to run into one issue with, money, time, or performance.” - Andrew Thomson, Office Manager, JMC Furniture

**Office Building Solutions Inc. - Sales Commission Statement**

Project ID: A000001    Project Name: A000001    Project Start: 1/1/2020    Project End: 12/31/2020

Commission ID: A000001    Commission Name: A000001    Commission Type: Sales Commission    Commission Rate: 5.00%

Commission Period: 1/1/2020 - 12/31/2020

Line	Rate	Type	Commission	Product ID	Qty	Unit	Commission	Commission	Commission	Commission	Commission	Commission
<b>Commission 1: Product Sales Commission</b>												
A000001-1	5.00%	Product	Commission	Product	100	100	100.00	5.00%	5.00	100.00	5.00	5.00
A000001-2	5.00%	Product	Commission	Product	100	100	100.00	5.00%	5.00	100.00	5.00	5.00
<b>TOTAL</b>												
<b>Commission 2: Service Sales Commission</b>												
A000001-1	5.00%	Service	Commission	Product	100	100	100.00	5.00%	5.00	100.00	5.00	5.00
A000001-2	5.00%	Service	Commission	Product	100	100	100.00	5.00%	5.00	100.00	5.00	5.00
<b>TOTAL</b>												

Date: 12/31/2020    Page: 1 of 1

**Company: Office Building Solutions Inc.**    **QCommission**

**Payee Ranking By Attainment**

Period: 1/1/2020 - 12/31/2020

Payee ID	Payee Name	Order	Attainment	Ranking	Job Category	Terminal ID
A000001	John Doe	10	10,000.00	1	Sales Rep	Web Office
A000002	John Doe	20	4,000.00	2	Sales Rep	Web Office

Date: 12/31/2020    Page: 1 of 1

Company : Office Building Solutions Inc.

Payment by Transaction ID

Transaction ID : 1-ADCC  
 Customer ID : Overmold Properties  
 Transaction Type : Invoice

Period Year : 2006

Tran Date	Period Trn Date	Tran Type	Qty	Unit Price	Amount	Altus Amount	Altus Percent	Product	Product Rate	Product Percent	Product Altus	Product Altus Percent
1/1/2006	1	Standard	20.00	50.0000	50,000.00	50,000.00	1.0000	1	1.0000	1.0000	50,000.00	1.0000
<b>Total Credit Amt : 112,000.00</b>												
1/1/2006	1	Standard	20.00	30.0000	30,000.00	0.0000	0.0000	1	0.0000	0.0000	0.0000	0.0000
1/1/2006	1	Standard	20.00	5.0000	20,000.00	0.0000	0.0000	1	1.0000	0.0000	0.0000	0.0000
1/1/2006	1	Standard	20.00	5.0000	20,000.00	12,000.00	0.0000	1	0.0000	0.0000	0.0000	0.0000
<b>Total : 140,000.00 50.00 112,000.00 112,000.00</b>												

Tran Date	Period Trn Date	Tran Type	Qty	Unit Price	Amount	Altus Amount	Altus Percent	Product	Product Rate	Product Percent	Product Altus	Product Altus Percent
1/1/2006	1	Standard	20.00	50.0000	50,000.00	50,000.00	1.0000	1	1.0000	1.0000	50,000.00	1.0000
<b>Total Credit Amt : 112,000.00</b>												
1/1/2006	1	Standard	20.00	30.0000	30,000.00	0.0000	0.0000	1	0.0000	0.0000	0.0000	0.0000
1/1/2006	1	Standard	20.00	5.0000	20,000.00	0.0000	0.0000	1	1.0000	0.0000	0.0000	0.0000
1/1/2006	1	Standard	20.00	5.0000	20,000.00	12,000.00	0.0000	1	0.0000	0.0000	0.0000	0.0000
<b>Total : 140,000.00 50.00 112,000.00 112,000.00</b>												

Date : 8/23/2007

Page 1 of 1

Office Building Solutions Inc. - Sales Commission Statement

Page ID : 1-ADCC  
 Page Name : John Smith  
 Territory ID : West Office

Plan ID : Sales Manager 716  
 Period : 1/1/2006 - 1/31/2006  
 Product : Sales Manager  
 Fiscal Year : 2006

Commission : 3,000.00  
 Pre-Amt Adjustment : .00  
 Cap Adjustment : .00  
 Other Adjustment : .00

Net Payable Amt : 3,000.00

Tran Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Commission Rate	Prod Amount
<b>Commission ID : Sales Manager Overmold</b>								
1/1/2006	Invoice		Overmold Properties	Chem Storage	50,000.00	50,000.00	1.0000	50,000.00
1/1/2006	Invoice		Overmold Properties	Multi-Use Storage	20,000.00	20,000.00	1.0000	20,000.00
1/1/2006	Invoice		Overmold Properties	Chem Cleaning	12,000.00	12,000.00	1.0000	12,000.00
1/1/2006	Invoice		Overmold Properties	Evaporator Cleaning	8,000.00	8,000.00	1.0000	8,000.00
1/1/2006	Invoice		Overmold Properties	CO2 Lab Systems	100,000.00	100,000.00	1.0000	100,000.00
1/1/2006	Invoice		Overmold Properties	ATP System Clean	10,000.00	10,000.00	1.0000	10,000.00
1/1/2006	Invoice		Overmold Properties	Chem Cleaning	7,200.00	7,200.00	1.0000	7,200.00
1/1/2006	Invoice		Overmold Properties	Evaporator Cleaning	8,000.00	8,000.00	1.0000	8,000.00
1/1/2006	Invoice		Overmold Properties	Hand Year Milk	20,000.00	20,000.00	1.0000	20,000.00
1/1/2006	Invoice		Overmold Properties	Year 2006	60,000.00	60,000.00	1.0000	60,000.00
<b>Total</b>					<b>345,200.00</b>	<b>345,200.00</b>		<b>3,000.00</b>

Date : 8/23/2007

(USD)

Page 1 of 1