

The background features a large, abstract graphic on the left side composed of various shades of green triangles and polygons, creating a dynamic, geometric pattern. The rest of the page is white.

QCommission

Pay People Properly

www.qcommission.com

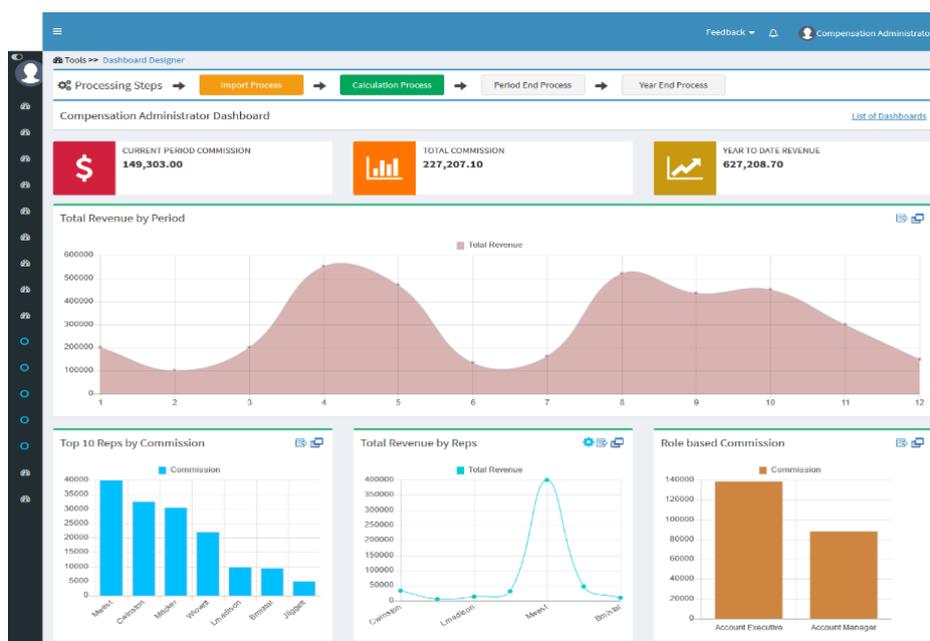
Overview

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.



Import/Export

QCommission is designed to integrate with QuickBooks®, Salesforce.com, Sage Peachtree, MS Dynamics GP, MS Dynamics Axapta 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 Carrier data 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

QCommission stores all data entered and all payout calculations.

- 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.

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.

Case Study

There were 2 different commissions 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											
QCommission											
Payee ID	: Austerick	Plan ID	: Sales Rep Plan	Gross Payout Amt	: 3,960.00	Balance					
Payee Name	: Al Roderick	Period	: 1 [1/1/2006 - 1/31/2006]	Draw/Adv Adjustment	: .00						
Territory ID	: West Office	Position	: Sales Rep	Cap Adjustment	: .00						
		Fiscal Year	: 2006	Other Adjustment	: .00						
										Net Payout Amt : 3,960.00	
Trn	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
Incentive ID : Product Gross Profit Commission											
Goal Amt : .00											
AA001 - 1	1/1/2006	Invoice	Crossroads Properties	Cisco Router	20.00	50,000.00	20,000.00	30,000.00	30,000.00	8.0000	2,400.00
AA001 - 2	1/1/2006	Invoice	Crossroads Properties	McAfee Firewall	5.00	20,000.00	8,000.00	12,000.00	12,000.00	8.0000	960.00
					Total	25.00	70,000.00	28,000.00	42,000.00	42,000.00	3,360.00
Incentive ID : Service Sales Commission											
Goal Amt : .00											
AA002 - 1	1/3/2006	Invoice	Crossroads Properties	Cords Consulting	100.00	12,000.00	5,500.00	6,500.00	12,000.00	3.0000	360.00
AA002 - 2	1/3/2006	Invoice	Crossroads Properties	Carpenter Consulting	80.00	8,000.00	4,000.00	4,000.00	8,000.00	3.0000	240.00
					Total	180.00	20,000.00	9,500.00	10,500.00	20,000.00	600.00
Date : 8/23/2007 (SMP) Page 1 of 1											

Company : Office Building Solutions Inc.

Payment by Transaction ID

Transaction ID : AA001 Fiscal Year : 2006

Customer ID : Crossroads Properties

Transaction Type : Invoice

Tran Eff Date	Period	Tran Line	Product ID	Sales Amt	Qty	Credit Amt	Attainment	Altam Per cent	Payout Period	Payout Rate	Goal Amt	Payee Id	Incentive Id	Payout Amt
Total Credit Amt 112,000.00														
1/1/2006	1	1	Standard Cisco Router	50,000.00	20.00	50,000.00	50,000.00	0.00	1	1.00	.00	Janith	Sales Manager Override	500.00
1/1/2006	1	1	Standard Cisco Router	50,000.00	20.00	30,000.00	30,000.00	0.00	1	8.00	.00	Aroderick	Product Gross Profit Commission	2,400.00
1/1/2006	1	2	Standard McAfee Firewall	20,000.00	5.00	20,000.00	20,000.00	0.00	1	1.00	.00	Janith	Sales Manager Override	200.00
1/1/2006	1	2	Standard McAfee Firewall	20,000.00	5.00	12,000.00	12,000.00	0.00	1	8.00	.00	Aroderick	Product Gross Profit Commission	960.00
Total :				140,000.00	50.00	112,000.00	112,000.00							4,060.00

Date : 8/23/2007 Page 1 of 1

Company : Office Building Solutions Inc.

Payee Ranking By Attainment

Perf. Category : Product Gross Profit Fiscal Year : 2006

Period : 1

Payee Id	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID
Emasters	Beth Masters	.00	86,000.00	1	Sales Rep	West Office
Aroderick	AlRoderick	.00	42,000.00	2	Sales Rep	West Office

Date : 9/23/2007 Page 1 of 1

Office Building Solutions Inc. - Sales Commission Statement

Payee ID : Janith Plan ID : Sales Manager Plan Gross Payout Amt : 3,052.00

Payee Name : John Smith Period : 1/1/1/2006 - 1/31/2006 Draw/Adv Adjustment : .00

Territory ID : West Office Position : Sales Manager Fiscal Year : 2006 Cap Adjustment : .00

Other Adjustment : .00

Net Payout Amt : 3,052.00

Tran Comments	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Incentive ID : Sales Manager Override									
AA001 - 1	1/1/2006	Invoice		Crossroads Properties	Cisco Router	50,000.00	80,000.00	1.0000	500.00
AA001 - 2	1/1/2006	Invoice		Crossroads Properties	McAfee Firewall	20,000.00	20,000.00	1.0000	200.00
AA002 - 1	1/3/2006	Invoice		Crossroads Properties	Client Consulting	12,000.00	12,000.00	1.0000	120.00
AA002 - 2	1/3/2006	Invoice		Crossroads Properties	Desktop Consulting	8,000.00	8,000.00	1.0000	80.00
AC001 - 1	1/10/2006	Invoice		Oracle Inc	ORA LDR Systems	100,000.00	100,000.00	1.0000	1,000.00
AC001 - 2	1/13/2006	Invoice		Oracle Inc	APS Power Cloud	10,000.00	10,000.00	1.0000	100.00
AC002 - 1	1/13/2006	Invoice		Oracle Inc	Client Consulting	7,200.00	7,200.00	1.0000	72.00
AC002 - 2	1/13/2006	Invoice		Oracle Inc	Desktop Consulting	8,000.00	8,000.00	1.0000	80.00
AB001 - 1	1/15/2006	Invoice		Oracle Inc	Intel Xeon 3M4H	30,000.00	30,000.00	1.0000	300.00
AB001 - 2	1/15/2006	Invoice		Oracle Inc	Intel Xeon 3M4H	60,000.00	60,000.00	1.0000	600.00
Total :						305,200.00	305,200.00		3,052.00

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