QCommission
Pay People Properly

QCOMMISSION INTEGRATION WITH SAP BUSINESS ONE

www.qcommission.com

Overview

The calculation of commissions is a very complex problem, yet most of companies use highly manual processes to do the work. With more industry standards such as Sarbanes-Oxley Act, HIPPA, PCI etc., the extensive usage of an automated sales commission system has become an essential part of the today's business. With the QCommission application, we can eliminate the complex problem of calculating sales commissions. For sales people, nothing is more important than earning a commission for their sales performance. Sales people work hard to close their sales and expect to get their sales commissions accurately and on a timely basis.

For sales people, nothing is more important than earning a commission for their sales performance. Sales people work hard to close their sales and expect to get their sales commissions accurately and on a timely basis. They expect the calculations to be accurate based upon the agreed upon compensation plans. They need transparent and detailed statements that explain the basis of every calculation. Most sales people would agree that they do not get a clear and correct commission statement. Compensation plans are by their nature complex. The data needed to calculate the plans is not always available from a single source, the plans change on a regular basis and there are exceptions to the exceptions. Sales people get their sales commissions typically weeks after the period is over. Frequently the crediting and calculations are incorrect. As a result, the commission statements are not clear and obvious. They have no idea how they are getting paid, or waste time trying to figure out what they should get paid. Companies and sales people must deal with compensation litigations for paying less or paying over the expected results.

QCommission is a powerful, flexible sales commission software tool. It calculates sales people's compensation, accurately, quickly and professionally. QCommission is designed to integrate with QuickBooks®, Salesforce.com, Sage Intact, MS Dynamics GP, MS Dynamics AX, Sugar CRM, Xero, PDF files and many others. QCommission can also operate stand-alone.

SAP Business One is a sophisticated Accounting Software with CRM capability and an end-to-end solution platform specially designed for small businesses. SAP Business One provides instant access to all company information, as well as extensive reports and detailed documents covering every aspect of business in real-time.

Technology

SAP Business One provides the Data Interface (DI) Application Programming Interface (API) tools for integration.

The SAP Business One DI API is a set of development tools that enable SAP Business Partners to enhance and extend SAP Business One as well as integrate external solutions with SAP Business One. The SAP Business One API can be used to access the SAP Business One application on the database level, to extend its functionality, to link with third-party solutions, and to adapt the functionality of SAP Business One to fit customers' needs. The API ensures that

1. The third-party software complies with security access to the data

2. Provides strong error recovery and data logging to make sure data is protected

3. Provides standardization across various upgrades of SAP B1

QCommission uses the SAP Business One API to access data objects in the application. Authentication and Authorization QCommission uses sign-on information provided by the individual customer to identify itself while communicating through the SAP Business One API. An existing user id and password can be used. The login information is encrypted and stored locally on the user machines. The application and login information is presented to the SAP Business One authentication system to allow access to the QXchange application.

Use of the login information allows SAP Business One to enforce access to various data objects based on the same security profile used within the application for direct access.

Data Objects

Administration: The Administration module includes information regarding currency exchange rates, authorization and approvals, the internal mail organization, email and SMS settings, data import and export functions, and other information.

Business Partners: The Business Partners module manages all information relevant for relationships with Customers, vendors and leads (interested parties). This information typically includes the business partner contact persons, addresses, payment terms, and additional information.

Inventory: The Inventory module optimizes stockholding, controls stock quantities at all times and analyzes the financial aspects of stockholding at the same time.

Sales: The Sales module covers the whole sales process from creating quotations for customers and interested parties to invoicing.

Purchase: The Purchase module controls the entire purchasing process from negotiations with vendors, purchase requisitions, to delivery of the ordered goods and processing incoming invoices.

Source Data

SAP Business One can be defined as source data and the various objects can be accessed. Field level data from the objects can be extracted and mapped to destination objects and fields in different data formats. Data from multiple objects can be extracted. Multiple profiles can be set up to extract data from various objects. Source data can also be filtered using various expressions. Prior to executing extract, the source data can be viewed to make sure the right records are getting selected.

Target Data

SAP Business One can be defined as target data and the various objects can be updated. Data can be updated to multiple objects. In some cases, update may have to affect multiple data objects at the same time, for example: Invoice Header and Line. Data can be updated in various modes: Insert, Update and Upsert. Insert expects the record being updated to be new and unique. Update expects the record to already exist. Upsert, tries to insert first and if that fails tries to update. Cellarstone, Inc. is a Channel partner with SAP.