QCommission

Pay People Properly

Investment Management Financial Advisor

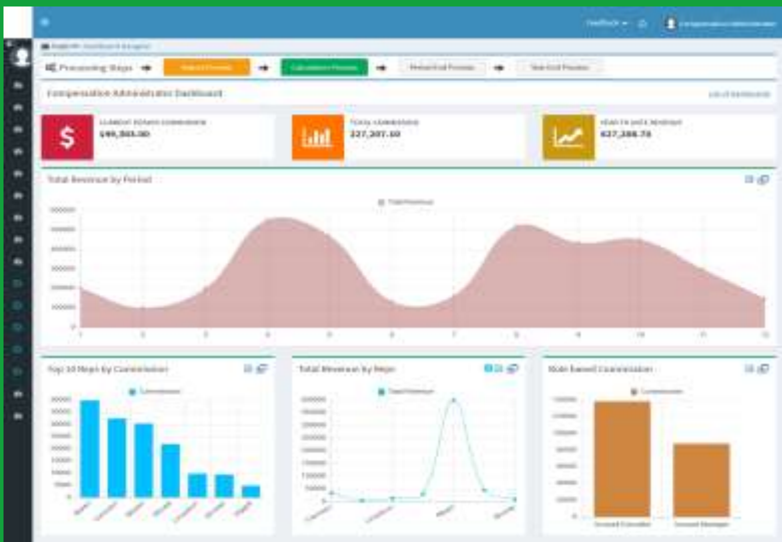
www.qcommission.com

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.

- Import incoming multiple fees data files from providers/portfolio systems (e.g. Black Diamond).
- Process XLS, CSV and PDF files as imports.
- Handle commissions for investment securities, annuities and insurance.
- Handle other services such as Tax Planning.
- Allow addition of investment accounts.
- Calculate fees from accounts if necessary.
- Pay flat % of collected fees. Pay flat amount.
- Pay differently by payee.
- Split commissions between payees.
- Pay overrides to managers at multiple higher levels.
- Pay override to Broker/Dealer if not already one.
- Provide override commissions to internal staff.
- Pay tranches of investments at different rates for differing time periods.
- Pay residual commissions forever.
- Pay different commission rates based on year of fees.
- Deduct various fees such as marketing and desk fees.
- Pay weekly, bi-weekly, twice-monthly, monthly.
- 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

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.

Case Study

QCommission provides excellent return on investment for Julius Baer

About Julius Baer Group

Julius Baer Group is the leading pure-play Investment Management firm in Switzerland and has a strong international focus. The Group, whose roots date back to the 19th century, concentrates exclusively on the fields of private banking and asset management for private and institutional clients. A decisively client-centric approach as well as premium investment products combined with comprehensive investment knowhow are the strengths of Julius Baer. The Julius Baer Group's global presence includes 3,512 employees in 31 locations in Europe, North America, Latin America and Asia, including Zurich (head office), Dubai, Frankfurt, Geneva, Hong Kong, London, Lugano, New York, Singapore and Tokyo.

The New York location of Julius Baer had long struggled with the commission calculations for their Sales Executives. Commissions had to be calculated monthly. but paid out once a quarter. Investment fees had to be calculated against customer investments. Customer accounts and investment tranches had to be associated with individual sales executives. Commission rates had to be determined based on Net Asset Value on a monthly basis, even as the commission rate changed by the number of months from when the investment was initiated.
All of these calculations were done manually using Excel spreadsheets. Commissions calculations and statements were normally delayed and would be delivered almost 45 days in arrears. Invariably errors in calculations would creep in resulting in miscalculated fees and commissions. Sales executives were affected quite a bit and a lot of time was spent on resolving these issues.
Stan O'Marra, Director of Investment Analysis, set out to find a solution what would accommodate the complex needs of Julius Baer. After a rigorous analysis, he decided upon QCommission, due to the comfort he had with the customized demo provided by CellarStone, the cost effectiveness of the solution and the expertise demonstrated by CellarStone.
During the implementation of the solution, the CellarStone team was able to convert all the existing data necessary for proper calculation of the fees and commission. During the process many data errors were uncovered and corrected. QCommission was able to accurately calculate and pay commissions. What used to take days now took only hours.
"The CellarStone team understood our problem completely and unstintingly spent time resolving every issue we ran into.", according to Stan, "They were even able to correct errors that were due to business processes and not just due to the system. They also helped us through two quarter of calculations, as we worked through our data issues."

The new commissions calculations is very accurate and provides a very clear statement for the sales executives' use. The statement and calculation results are available in a timely manner. The number of complaints from the sales executives have reduced dramatically. "We are saving days of time from our calculation cycle, and able to save hundreds of thousands of dollars in commissions payments. I would recommend them to other Investment Management firms in a heartbeat", said Stan..

DST Vision[edit source | editbeta]

DST Vision is a website that helps financial intermediaries manage the myriad tasks associated with portfolio aggregation, management and reporting on their client accounts. It provides advisors no-cost access to client account information from more than 370 mutual fund, variable annuity and REIT companies at a single web site. Launched in 1998, today it is used by more than 100,000 advisors. Vision is integrated with TA2000, DST's record-keeping platform used by many mutual fund, insurance and REIT companies. An estimated 80% of mutual fund transactions worldwide are processed via DST's record keeping systems.[citation needed]

Patent applications were made in 1999 for unique aspects of Vision, primarily the technical infrastructure that enables simultaneous presentation of data from DST's own system as well as data from external systems, so a financial intermediary could see account information from multiple institutions for a shareholder in a real-time environment. In 2007 DST was awarded a patent for Vision, US Patent No. 7,275,046: Simultaneous Access to Real-Time Financial Information.

In 2010, DST Vision began offering a premium version, called Vision Professional, at a low monthly cost to advisors. This premium version includes brokerage data from major clearing firms and expanded, customizable reports.[citation needed]

Standard format import is available. http://en.wikipedia.org/wiki/DST_Systems

Create one page brochure for qc and qx SalesPage is CRM integrated with DST.

Envision Fin Systems is a competitor: http://enfs.com/

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Zenith Financial Advisors, Inc.

Payees Commissions Report To Manager

QCommission

Manager : Dawn Mgr

Fiscal Year : 2016

Payee	Position	Gross Pay Amt	Draw Adj	Cap Adj	Other Adj	Net Pay Amount	Currency
Period : 1							
Andy Rep	Agent	150				150	USD
Brady Rep	Agent	3,400			150	3,550	USD
Cindy Rep	Agent	600				600	USD
					Period Total :	4,300	USD
Manager : Dawn Mgr					Grand Total :	4,300	USD

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Payees Incentive Commissions Report by Manager

Fiscal Year	Payee ID	Payee Name	Position	Incentive	Company	Period	Goal	Paid Amt	Attainme
Manager : Dawn Mgr									
2016	Andy Rep	Andy Rep	Agent	First Year Commission	Zenith Financial Advisors, Inc.	1	0.00	150.00	1(
2016	Andy Rep	Andy Rep	Agent	Special Addtl Ccommission	Zenith Financial Advisors, Inc.	1	0.00	150.00	3(
2016	Brady Rep	Brady Rep	Agent	Financial Services Commission	Zenith Financial Advisors, Inc.	1	0.00	3550.00	4(
2016	Cindy Rep	Cindy Rep	Agent	Premium Commission	Zenith Financial Advisors, Inc.	1	0.00	600.00	1(
								4450.00	**90**
								4450.00	**90**

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