

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

QCommission

Pay People Properly

www.qcommission.com

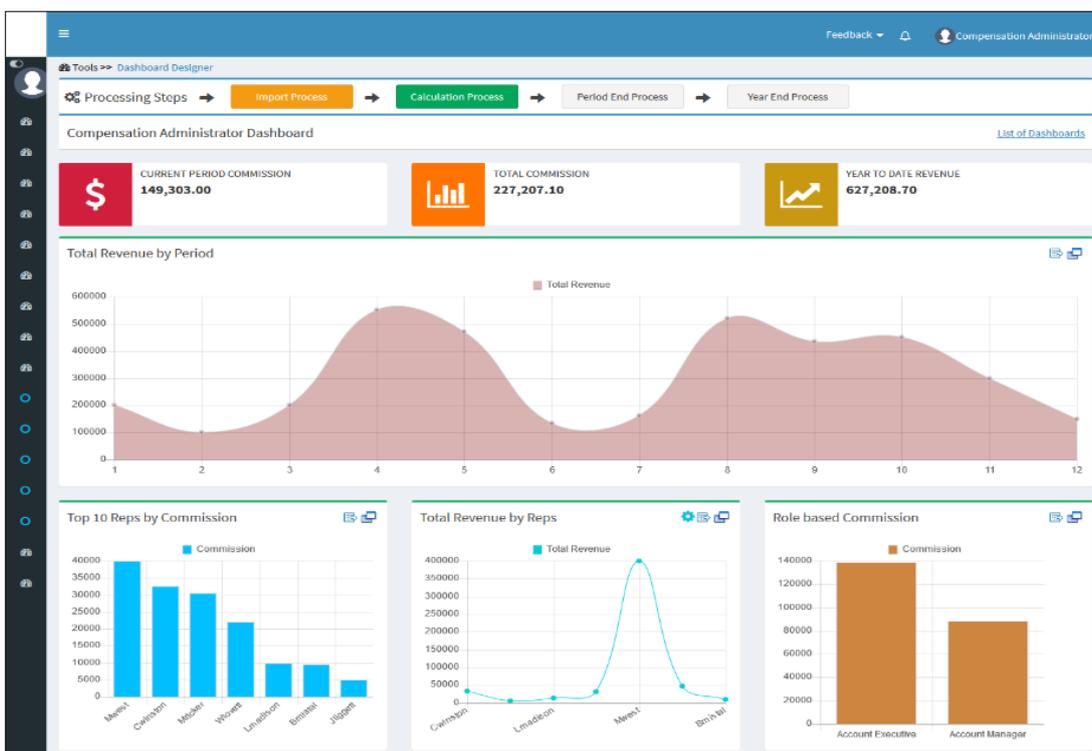
Overview

QCommission allows you to efficiently compute commission, draw, and bonuses. It also enables you to verify the results and share this information with your account executives, recruiters, consultants, and managers. By presenting commission details clearly, your staff will have a thorough understanding of their payments and the reasons behind them. Relying on Excel and manual calculations can introduce numerous errors, leading to a loss of trust from your staff. QCommission can prevent such issues by consistently and accurately calculating all commissions.

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.

- Handle multiple manufacturers related commissions.
- Setup or import Sales Orders written to customers on manufacturer's behalf.
- Calculate incoming commissions due from manufacturer based on sales orders.
- Have unique commission calculations for each manufacturer.
- Receive commission statements from manufacturers and enter/import into the system.
- Calculate commissions due to payees.
- Pay commissions at the time of sales order, when customer billed or when manufacturer pays.
- Pay commissions as flat amounts or as percentages.
- Have unique commission plans by payees.
- Split commissions between payees.
- Pay commissions by sales or profit.
- Pay tiered commissions rates by sales volume.
- Pay overrides to sales managers.
- Pay weekly, bi-weekly, twice-monthly, monthly.



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 files, and delimited format files. QCommission can process some PDF format files too. QCommission can also operate stand-alone.

- Import data from accounting system including Invoices, Expenses, Payees, Customers and Products.
- Import from manufacturer data from Excel, PDF and fixed or text-delimited files.
- Export Commissions payouts for accounts payable and payroll
- Export data to Excel, and fixed or text-delimited file formats.

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

Larry Gerber, Inc.

Larry Gerber, Inc., is a Manufacturing Rep firm based in the Northeast United States, providing sales services for fabrics and related soft goods. The primary customer base for this firm is the Interior Design business.

Larry Gerber, the owner of the firm, had been looking for a commissions software that would calculate commissions on a monthly basis. Larry's firm represents many different manufacturers, each of whom had their own unique commission rate programs. It was a very complicated set of calculations to complete for his representatives.

Larry had been using a FoxPro based application called SBT for his accounting needs. SBT had recently been acquired by AccPac, another accounting software vendor. Larry had this to say about his current environment "Record keeping was a nightmare and it was very difficult to get the reports I needed out of the system."

Larry asked his accountant to find a software system that would fill his needs. His accountant was using QuickBooks and was able to find Qcommission that integrates with QuickBooks. After a discussion with the Qcommission salesperson, Larry was able to decide on using Qcommission on the same day and bought the software. He also will be using QuickBooks for his accounting needs.

“Within a matter of weeks, I had my commission system set up and running. Last month I ran my commission calculations for the first time and was able to produce and distribute commission statements. Basha, the implementation consultant, had the patience to guide me through

The implementation process very smoothly”, says Larry. “I have already recommended Qcommission to other rep groups like mine”.

Quote

“Within a matter of weeks, I had my commission system set up and running. Last month I ran my commission calculations for the first time and was able to produce and distribute commission statements. Basha, the implementation consultant, had the patience to guide me through the implementation process very smoothly. I have already recommended Qcommission to other rep groups like mine”.

Larry Gerber Owner
Larry Gerber, Inc.

Zenith Manufacturing Rep, Inc - Sales Commission Statement
Go PDF Export Details

QCommission

Plan ID : Perry Principal
 Period : 1/1/2017 - 1/31/2017
 Position : Principal
 Fiscal Year : 2017

Gross Pay Amt : 990.00
 Draw/Adv Adjustment : 0.00
 Cap Adjustment : 0.00
 Minimum Pay Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Paymt : 0.00
 Recovery From Paymt : 0.00
 Net Paymt Amt : 990.00

Balance : 0.00

Txn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Sales Commission Override Goal Amt : 0.00									
BB001 - 2	1/1/2017	Payments		Abbe Construction	Countertank	2,000.00	2,000.00	2.00	40.00
CC001 - 1	1/1/2017	Payments		Abbe Construction	Drill	2,000.00	2,000.00	2.00	40.00
CC001 - 2	1/1/2017	Payments		Abbe Construction	Countertank	2,000.00	2,000.00	2.00	40.00
DD001 - 1	1/1/2017	Payments		Abbe Construction	Drill	2,000.00	2,000.00	2.00	40.00
DD001 - 2	1/1/2017	Payments		Abbe Construction	Countertank	2,000.00	2,000.00	2.00	40.00
BB002 - 1	1/2/2017	Payments		Beechwood Buildings	Spectra Laser Horizontal	4,500.00	4,500.00	2.00	90.00
BB002 - 2	1/2/2017	Payments		Beechwood Buildings	Spectra Laser Pipe	4,500.00	4,500.00	2.00	90.00
CC002 - 1	1/2/2017	Payments		Beechwood Buildings	Belt Sander	9,500.00	9,500.00	2.00	190.00

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Transaction Reports

Fiscal Year	Transaction Eff Date	Transaction ID	Txn Line	Total No Of Lines	Total No Of Txn	Txn Line Type	Loan Amt	Gross Profit
2017	1/1/2017	AA001	1	16	8 Standard	20000	20000.00	
2017	1/1/2017	AA001	2	16	8 Standard	20000	20000.00	
2017	1/1/2017	BB001	1	16	8 Standard	2000	2000.00	
2017	1/1/2017	BB001	2	16	8 Standard	2000	2000.00	
2017	1/1/2017	CC001	1	16	8 Standard	2000	2000.00	
2017	1/1/2017	CC001	2	16	8 Standard	2000	2000.00	
2017	1/1/2017	DD001	1	16	8 Standard	2000	2000.00	
2017	1/1/2017	DD001	2	16	8 Standard	2000	2000.00	
2017	1/2/2017	AA002	1	16	8 Standard	30000	30000.00	
2017	1/2/2017	AA002	2	16	8 Standard	30000	30000.00	
2017	1/2/2017	BB002	1	16	8 Standard	4500	4500.00	
2017	1/2/2017	BB002	2	16	8 Standard	4500	4500.00	
2017	1/2/2017	CC002	1	16	8 Standard	9500	9500.00	
2017	1/2/2017	CC002	2	16	8 Standard	17000	17000.00	
2017	1/2/2017	DD002	1	16	8 Standard	2000	2000.00	
2017	1/2/2017	DD002	2	16	8 Standard	2000	2000.00	

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Payees Commissions Report by Territory



Fiscal Year	Payee ID	Payee Name	Position	Gross Pay Amount	Company	Draw Adjustment	Cap Adjur
Territory : ABC Associates, Inc.							
2017	ABC Associates	House	House	9000.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Perry Principal	Perry Principal	Principal	900.00	Zenith Manufacturing Rep, Inc	0.00	0.00
Territory : California-North							
2017	Andy Rep	Andy Rep	Sales Rep	1650.00	Zenith Manufacturing Rep, Inc	0.00	0.00
Territory : California-South							
2017	Brad Rep	Brad Rep	Sr Sales Rep	8650.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Charlie Rep	Charlie Rep	Sr Sales Rep	10235.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Diana Rep	Diana Rep	Sr Sales Rep	1400.00	Zenith Manufacturing Rep, Inc	0.00	0.00

Zenith Manufacturing Rep, Inc - Sales Commission Statement



Payee ID	: Andy Rep	Plan ID	: Sales Rep Commission Plan	Gross Payout Amt	: 1,650.00	Balance	: 0.00
Payee Name	: Andy Rep	Period	: 1 [1/1/2017 - 1/31/2017]	Draw/Adv Adjustment	: 0.00		
Territory ID	: California-North	Position	: Sales Rep	Cap Adjustment	: 0.00		
Currency	: USD	Fiscal Year	: 2017	Minimum Pay Adjustment	: 0.00		
				Other Adjustment	: 0.00		
				Adjustment To Payout	: 0.00		
				Recovery From Payout	: 0.00	Net Payout Amt	: 1,650.00

Trn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Sales Commission Goal Amt : 0.00									
BE001 - 2	1/1/2017	Payments		Able Construction	Countersak	2,000.00	2,000.00	15.00	300.00
BE002 - 1	1/2/2017	Payments		Beechwood Buildings	Spectra Laser Horizontal	4,500.00	4,500.00	15.00	675.00
BE002 - 2	1/2/2017	Payments		Beechwood Buildings	Spectra Laser Pipe	4,500.00	4,500.00	15.00	675.00
Total						11,000.00	11,000.00		1,650.00