

QCommission

Pay People Properly

Marketing

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

Visual App Upgrades from Easy-Commission to QCommission

“Visual App is an internet marketing and web design company in Dallas, Texas that specializes in developing online marketing strategies that assist business-to-business (B2B) companies in developing their business online.” – www.visualapp.com

Visual App has been helping companies grow through online marketing since 2003. Their experience, which spans more than a decade now, gives them an edge over their competition. They pride themselves in the high-quality service that they provide their clients, claiming that they are only as successful as they make their clients.

Some of their services include Search Engine Optimization (SEO), Local Search, Social Media, PPC, Email and Content Marketing, as well as web design and development.

Visual App has actually been a CellarStone customer for quite a while. They have been using Easy-Commission since July of 2012. Easy-Commission, however, was meant to be used with simple sales commission structures. As Visual App grew, so did the complexity of their sales commission plan.

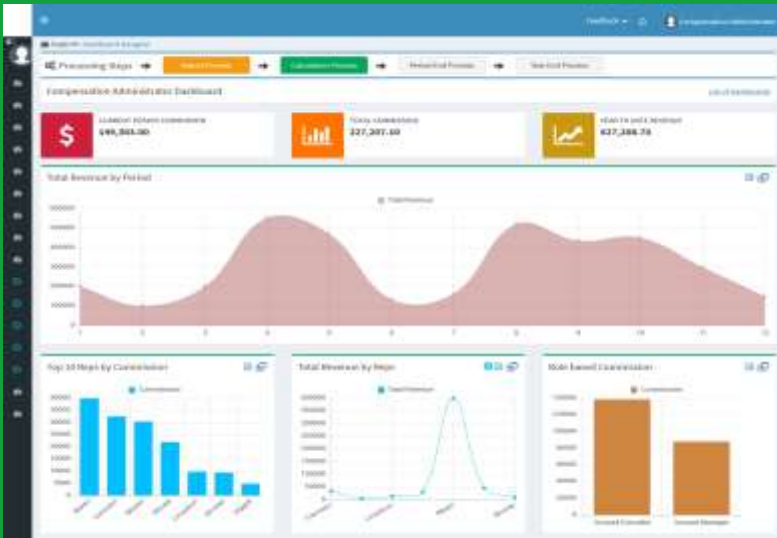
They needed a sales commission software that could handle their new quarterly bonus.

Having worked with CellarStone using Easy-Commission, they did not need to look further. QCommission is a sales commission software that can be tailored to handle even the most complex sales compensation plans, so the decision was quite easy for Visual App.

As is customary, the QCommission team discussed the sales compensation requirements with Visual App's team which was led by their President, Steve Snyder. It is mandatory that the QCommission team work out all the details of the customer's sales compensation plan to ensure that the software will run without any glitches, while providing exactly the kind of automated calculation that the customer needs.

Once Visual App's QCommission software was built, it was thoroughly tested with the customer before it was finally turned over.

Visual App has now been using QCommission for more than a year, and this is what their President, Steve Snyder, has to say so far, “The interesting dilemma in commissions is how to structure an incentive that is actually generating a result. With QCommission, we are able to structure both an ongoing commission and a bonus incentive that does exactly that. Commissions are now easy to



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.

