

The background features a large, abstract geometric shape on the left side, composed of various shades of green triangles and polygons. The shape is oriented vertically, with its top pointing towards the top-left corner and its bottom pointing towards the bottom-left corner. The right side of the image is plain white.

**QCommission**

Pay People Properly

[www.qcommission.com](http://www.qcommission.com)

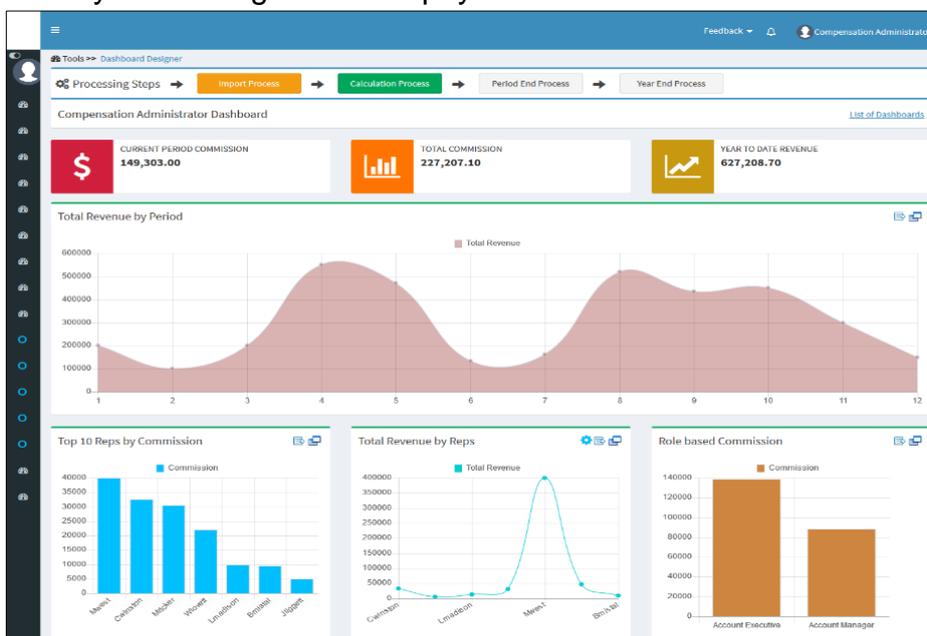
## Overview

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.

- Pay commission by various types of services such as Advertising, Digital Marketing, Event Marketing and promotion, etc.
- Calculate commissions-based on sales revenue or profit, recurring revenue.
- 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 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 and 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

### 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](http://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 understand. Bonus Incentives are now reported within the differing calendar date that makes it easy to understand too!"

**Quote**

"Commissions in a snap - Easy to export results - Great customer service!"

The QCommission product is the upgrade from the Easy Commission product that we have used for several years. We have 2 commissions structures with different period endings, QCommission handles this easily and allows us to export the results for our very overworked sales reps.

I like the service because our commission discussions have documentation that is consistent."

- Steve Snyder, President, Visual App

Company : Office Building Solutions Inc.

Payment by Transaction ID

| Trans ID | Trans Date | Trans Type | Trans Desc      | Trans Amt | Trans Rate | Trans Period | Trans Status | Trans Ref | Trans Note |            |
|----------|------------|------------|-----------------|-----------|------------|--------------|--------------|-----------|------------|------------|
| 1/1/2006 | 1/1/2006   | Standard   | Cisco Router    | 50,000.00 | 20.00      | 50,000.00    | 0.00         | 1         | 1.00       | 112,000.00 |
| 1/1/2006 | 1/1/2006   | Standard   | Cisco Router    | 50,000.00 | 20.00      | 30,000.00    | 0.00         | 1         | 8.00       | 0.00       |
| 1/1/2006 | 1/1/2006   | Standard   | McAfee Firewall | 20,000.00 | 5.00       | 20,000.00    | 0.00         | 1         | 1.00       | 0.00       |
| 1/1/2006 | 1/1/2006   | Standard   | McAfee Firewall | 20,000.00 | 5.00       | 12,000.00    | 0.00         | 1         | 8.00       | 0.00       |
| Total :  |            |            |                 |           |            |              |              |           |            | 140,000.00 |

Company : Office Building Solutions Inc.

Payee Ranking By Attainment

| Payee ID | Payee Name   | Goal Amt | Attainment | Ranking | Job Category | Territory ID |
|----------|--------------|----------|------------|---------|--------------|--------------|
| Ernstler | Beth Masters | 00       | 86,000.00  | 1       | Sales Rep    | West Office  |
| Arendick | Al Rodenick  | 00       | 42,000.00  | 2       | Sales Rep    | West Office  |

Office Building Solutions Inc. - Sales Commission Statement

|                            |                               |                            |                       |
|----------------------------|-------------------------------|----------------------------|-----------------------|
| Payee ID : Beth            | Plan ID : Sales Manager Plan  | Commission Rate : 3.052%   | Balance : .00         |
| Payee Name : Beth Smith    | Period : 1/1/2006 - 1/31/2006 | Drawn/Adv Adjustment : .00 | Commission Rate : .00 |
| Territory ID : West Office | Position : Sales Manager      | Cap Adjustment : .00       | Commission Rate : .00 |
|                            | Fiscal Year : 2006            | Other Adjustment : .00     | Commission Rate : .00 |
| Net Payout Amt : 3,052.00  |                               |                            |                       |

| Trans ID                              | Date      | Type    | Customer             | Product ID           | Sales Amount | Credit Amount | Comm Rate | Full Amt   |
|---------------------------------------|-----------|---------|----------------------|----------------------|--------------|---------------|-----------|------------|
| Incentive ID : Sales Manager Override |           |         |                      |                      |              |               |           |            |
| AA001-1                               | 1/1/2006  | Invoice | Chemicals Properties | Cisco Router         | 50,000.00    | 0.00          | 1.0000    | 50,000.00  |
| AA001-2                               | 1/1/2006  | Invoice | Chemicals Properties | McAfee Firewall      | 20,000.00    | 0.00          | 1.0000    | 20,000.00  |
| AA002-1                               | 1/5/2006  | Invoice | Chemicals Properties | Cisco Consulting     | 12,000.00    | 0.00          | 1.0000    | 12,000.00  |
| AA002-2                               | 1/5/2006  | Invoice | Chemicals Properties | Dynapoint Consulting | 8,000.00     | 0.00          | 1.0000    | 8,000.00   |
| AC001-1                               | 1/15/2006 | Invoice | Circle Kac           | Ona LIT Systems      | 100,000.00   | 0.00          | 1.0000    | 100,000.00 |
| AC001-2                               | 1/15/2006 | Invoice | Circle Kac           | APS Power Guard      | 10,000.00    | 0.00          | 1.0000    | 10,000.00  |
| AC002-1                               | 1/15/2006 | Invoice | Circle Kac           | Circle Consulting    | 7,200.00     | 0.00          | 1.0000    | 7,200.00   |
| AC002-2                               | 1/15/2006 | Invoice | Circle Kac           | Dynapoint Consulting | 8,000.00     | 0.00          | 1.0000    | 8,000.00   |
| AB001-1                               | 1/15/2006 | Invoice | Circle Kac           | Janet Novak Mkt      | 30,000.00    | 0.00          | 1.0000    | 30,000.00  |
| AB001-2                               | 1/15/2006 | Invoice | Circle Kac           | Jan Novak Mkt        | 60,000.00    | 0.00          | 1.0000    | 60,000.00  |
| Total :                               |           |         |                      |                      | 305,200.00   | 0.00          |           | 3,052.00   |

Office Building Solutions Inc. - Sales Commission Statement

|                            |                               |                            |                       |
|----------------------------|-------------------------------|----------------------------|-----------------------|
| Payee ID : Al Rodenick     | Plan ID : Sales Rep Plan      | Commission Rate : 3.560%   | Balance : .00         |
| Payee Name : Al Rodenick   | Period : 1/1/2006 - 1/31/2006 | Drawn/Adv Adjustment : .00 | Commission Rate : .00 |
| Territory ID : West Office | Position : Sales Rep          | Cap Adjustment : .00       | Commission Rate : .00 |
|                            | Fiscal Year : 2006            | Other Adjustment : .00     | Commission Rate : .00 |
| Net Payout Amt : 3,560.00  |                               |                            |                       |

| Trans ID                                       | Date     | Type    | Customer             | Product ID           | Qty    | Sales Amount | Cost      | Comm Rate | Credit Amount | Comm Rate | Full Amt |
|--|----------|---------|----------------------|----------------------|--------|--------------|-----------|-----------|---------------|-----------|----------|
| Incentive ID : Product Gross Profit Commission |          |         |                      |                      |        |              |           |           |               |           |          |
| AA001-1  | 1/1/2006 | Invoice | Chemicals Properties | Cisco Router         | 20.00  | 50,000.00    | 20,000.00 | 30,000.00 | 0.0000        | 0.0000    | 2,400.00 |
| AA001-2  | 1/1/2006 | Invoice | Chemicals Properties | McAfee Firewall      | 5.00   | 20,000.00    | 8,000.00  | 12,000.00 | 0.0000        | 0.0000    | 900.00   |
| Total :  |          |         |                      |                      |        |              |           |           |               |           | 3,300.00 |
| Incentive ID : Service Sales Commission        |          |         |                      |                      |        |              |           |           |               |           |          |
| AA002-1  | 1/1/2006 | Invoice | Chemicals Properties | Circle Consulting    | 100.00 | 12,000.00    | 5,000.00  | 6,000.00  | 12,000.00     | 3.0000    | 360.00   |
| AA002-2  | 1/1/2006 | Invoice | Chemicals Properties | Dynapoint Consulting | 80.00  | 8,000.00     | 4,000.00  | 4,000.00  | 8,000.00      | 3.0000    | 240.00   |
| Total :  |          |         |                      |                      |        |              |           |           |               |           | 600.00   |