

A large, abstract graphic on the left side of the page, composed of various shades of green triangles and polygons, creating a dynamic, geometric pattern.

**QCommission**

Pay People Properly

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

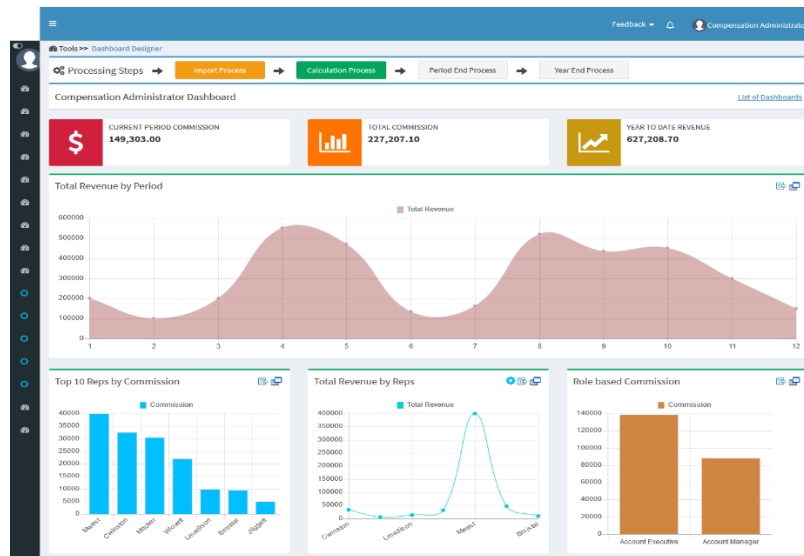
## Calculate Accurately with Flexible Rules

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.

# QCommission

Pay People Properly



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 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 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.

**Touring Publications chooses QCommission for their Salesforce.com Integration**

Touring Publications LLC is a media company located in Sevierville, Tennessee, serving 7 eastern states. Touring is a subsidiary of Jones Media. Touring published multiple publications including Best Read Media and OIG.

Touring Publications had very complex commission plans. Advertising contracts are signed with customers and billed monthly. Commissions are paid to the responsible sales rep for the contract duration on a recurring basis. Commission rates normally vary by state and sales rep. Certain customers can have different override commission rates. Commissions were paid on OIG products that are calculated bi-weekly when a payment is received. All calculations were done in Excel. Different Excel files were used to calculate that sometimes led to incorrect results.

The customer contracts and billings were setup in Salesforce.com. Sales reps were associated with the contracts. Integration was required with the customers, contracts and payments to be able to pay commissions in an automated manner.

Lori Strosser and Nathanael Smith did some research and found QCommission as a possible solution that could automate their commission calculation as well as integrate with Salesforce.com. After a thorough evaluation including a demo of the product they decided to implement the software.

The QCommission implementation team worked with Lori and Nathanael in gathering all requirements and finishing the project in a reasonable amount of time. "In Salesforce.com, each account is assigned a sales rep and a service rep with their percentages and when the account receives payment, we had to manually calculate commissions for the respective reps, this was very difficult with our manual processes but after implementing QCommission it is automatically calculated with just a few clicks of a button", Nathanael said.

"The commission statement is very clear and shows detailed information of each payment by state and account number with 100% accuracy. We love the software," Lori and Nathanael said.

**Quote**

"In Salesforce.com, each account is assigned a sales rep and a service rep with their percentages and when the account receives payment, we had to manually calculate commissions for the respective reps, this was very difficult with manual processes but after implementing QCommission it is automatically calculated with just a few clicks of a button", Nathanael said.

Zenith Media Inc - Sales Commission Statement

QCommission

Plus 10/31/2016

Gross Pay Amt: 780.00 Balance: 0.00  
 Draw/Adv Adjustment: 0.00  
 Cap Adjustment: 0.00  
 Minimum Pay Adjustment: 0.00  
 Other Adjustment: 0.00  
 Adjustment To Pay: 0.00  
 Recovery From Pay: 0.00  
 Net Pay Amt: 780.00

Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Magazines	15,000.00	15,000.00	1.00	150.00
Magazines	10,000.00	10,000.00	1.00	100.00
Online Publishing	5,000.00	5,000.00	1.00	50.00
Newspapers	8,000.00	8,000.00	1.00	80.00
Online Publishing	8,000.00	8,000.00	1.00	80.00
Magazines	10,000.00	10,000.00	1.00	100.00
Newspapers	7,000.00	7,000.00	1.00	70.00
Newspapers	10,000.00	10,000.00	1.00	100.00

Payee Ranking by Attainment

QCommission

Performance Category	Fiscal Year	Period	Payee Name	Territory ID	Attainment	Attainment Percent	Goal Amount
Job_Category : Business Manager	2016	1	David Mgr	Chicago	78000.00	0.00	0.00
Sales Amount	2016	1	Frank Mgr	Chicago	58000.00	0.00	0.00
Job_Category : Sales Representative	2016	1	Cindy Rep	Chicago	38000.00	330.00	30000.00
Sales Amount	2016	1	Brinda Rep	Chicago	7000.00	0.00	0.00
Job_Category : External Sales Rep	2016	1	Sandy Rep	Chicago	30000.00	0.00	0.00
Sales Amount	2016	1	AMI Ad Agency	Chicago	30000.00	0.00	0.00

AA07 - 1 1/30/2016 Invoice Renewal orders  
 AA08 - 1 1/30/2016 Invoice New Sales Abercrombie, Kinty

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Zenith Media Inc - Sales Commission Statement

QCommission

Marketing Agency 86-131/2016

Gross Pay Amt: 900.00 Balance: 0.00  
 Draw/Adv Adjustment: 0.00  
 Cap Adjustment: 0.00  
 Minimum Pay Adjustment: 0.00  
 Other Adjustment: 0.00  
 Adjustment To Pay: 0.00  
 Recovery From Pay: 0.00  
 Net Pay Amt: 900.00

Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Online Publishing	10,000.00	10,000.00	3.00	300.00
Newspapers	10,000.00	10,000.00	3.00	300.00
Newspapers	5,000.00	5,000.00	3.00	150.00
Newspapers	5,000.00	5,000.00	3.00	150.00
<b>Total</b>	<b>30,000.00</b>	<b>30,000.00</b>		<b>900.00</b>

Payees Incentive Commissions Report by Manager

QCommission

Fiscal Year	Payee Name	Position	Incentive	Company	Period	Goal	Paid Amt	Att
Manager: AMI Ad Agency								
2016	Sandy Rep	External Sales Rep	Monthly New Sales Commission	Zenith Media Inc	1	0.00	3350.00	
2016	Sandy Rep	External Sales Rep	Monthly Renewal Sales Commission	Zenith Media Inc	1	0.00	3350.00	
							<b>6700.00</b>	
Manager: David Mgr								
2016	Brinda Rep	Sales Representative	Monthly Renewal Sales Commission	Zenith Media Inc	1	0.00	1500.00	
2016	Cindy Rep	Sales Representative	Monthly New Sales Commission	Zenith Media Inc	1	10000.00	2970.00	
2016	Cindy Rep	Sales Representative	Monthly Renewal Sales Commission	Zenith Media Inc	1	0.00	2970.00	
							<b>7440.00</b>	
Manager: Frank Mgr								
2016	David Mgr	Business Manager	Sales Manager Commission	Zenith Media Inc	1	0.00	750.00	
							<b>750.00</b>	
							<b>14820.00</b>	

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**Zenith Media Inc - Sales Commission Statement**

Plan ID : Sales Rep Plan  
 Period : 1/1/2016 - 1/31/2016  
 Position : Sales Representative  
 Fiscal Year : 2016

Gross Payout Amt : 210.00  
 Draw/Adj Adjustment : 1,390.00  
 Cap Adjustment : 0.00  
 Other Adjustment : 0.00  
 Adjustment To Payout : 0.00  
 Recovery From Payout : 0.00  
**Net Payout Amt : 1,500.00**

Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
Commission	Newspapers	0.00	7,000.00	0.00	7,000.00	7,000.00	3.00	210.00
<b>Total :</b>					0.00	7,000.00	0.00	7,000.00
							<b>Cumulative Amount : 7,000.00</b>	

### Transactions and Payouts Detail

Transaction Eff Date	Period	Company Name	Payee	Transaction ID	Txn Line	Txn Type
1/15/2016		Zenith Media Inc	David Mgr	AA01	1	Invoice Sales Mgr
1/15/2016		Zenith Media Inc	Frank Mgr	AA01	1	Invoice Business M
1/15/2016		Zenith Media Inc	Cindy Rep	AA01	1	Invoice Monthly Ne
1/15/2016		Zenith Media Inc	David Mgr	AA02	1	Invoice Sales Mgr
1/15/2016		Zenith Media Inc	Cindy Rep	AA02	1	Invoice Monthly Ne
1/30/2016		Zenith Media Inc	David Mgr	AA04	1	Invoice Sales Mgr
1/30/2016		Zenith Media Inc	Frank Mgr	AA04	1	Invoice Business M
1/30/2016		Zenith Media Inc	Cindy Rep	AA04	1	Invoice Monthly Ne
1/30/2016		Zenith Media Inc	David Mgr	AA06	1	Invoice Sales Mgr
1/30/2016		Zenith Media Inc	David Mgr	AA07	1	Invoice Sales Mgr
1/30/2016		Zenith Media Inc	Frank Mgr	AA07	1	Invoice Business M
1/30/2016		Zenith Media Inc	Branda Rep	AA07	1	Invoice Monthly Re
1/30/2016		Zenith Media Inc	AMI Ad Agency	AA09	1	Invoice Growth Ma
1/30/2016		Zenith Media Inc	David Mgr	AA09	1	Invoice Sales Mgr
1/30/2016		Zenith Media Inc	Frank Mgr	AA09	1	Invoice Business M
1/30/2016		Zenith Media Inc	Sandy Rep	AA09	1	Invoice Monthly Re
1/31/2016		Zenith Media Inc	AMI Ad Agency	AA10	1	Invoice Growth Ma
1/31/2016		Zenith Media Inc	Sandy Rep	AA10	1	Invoice Monthly Ne
1/30/2016		Zenith Media Inc	AMI Ad Agency	AA08	1	Invoice Growth Ma
1/30/2016		Zenith Media Inc	Frank Mgr	AA08	1	Invoice Sales Mgr
1/30/2016		Zenith Media Inc	Frank Mgr	AA08	1	Invoice Business M
1/30/2016		Zenith Media Inc	Sandy Rep	AA08	1	Invoice Monthly Ne
1/30/2016		Zenith Media Inc	AMI Ad Agency	AA07	2	Invoice Growth Ma

### 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
2016	1/15/2016	AA01	1	11	10	Standard	15000	15000.00
2016	1/15/2016	AA02	1	11	10	Standard	10000	10000.00
2016	1/30/2016	AA03	1	11	10	Standard	5000	5000.00
2016	1/30/2016	AA04	1	11	10	Standard	8000	8000.00
2016	1/30/2016	AA05	1	11	10	Standard	8000	8000.00
2016	1/30/2016	AA06	1	11	10	Standard	10000	10000.00
2016	1/30/2016	AA07	1	11	10	Standard	7000	7000.00
2016	1/30/2016	AA07	2	11	10	Standard	10000	10000.00
2016	1/30/2016	AA08	1	11	10	Standard	10000	10000.00
2016	1/30/2016	AA09	1	11	10	Standard	5000	5000.00
2016	1/31/2016	AA10	1	11	10	Standard	5000	5000.00

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Abercrombie, Kristy	2016
Abercrombie, Kristy	2016
Abercrombie, Kristy	2016
Abercrombie, Kristy	2016
Campbell, Heather	2016