



QCommission

Pay People Properly

www.qcommission.com

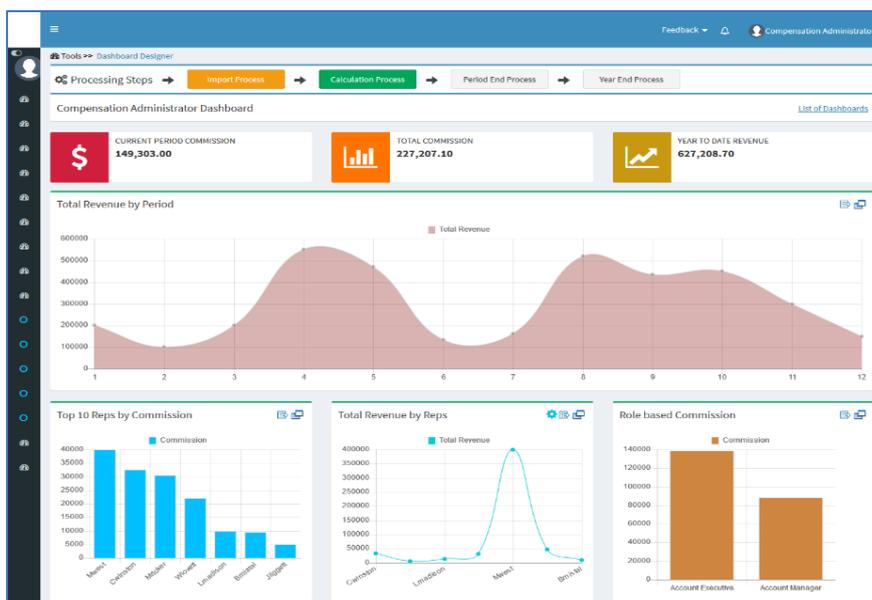
Overview

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.

- Pay commission by various types of settlement agreements
- Calculate commissions based on incoming revenue.
- Calculate and reconcile commissions from Life Carriers.
- Pay commissions as referral fees
- Pay commissions at time of funding.
- Pay commissions one-time or recurring basis
- Pay different commission rates for different agreements
- Pay different commission rates for producers and producer agencies.
- Split commission rates between producers
- Pay overrides to managers and principals
- Deduct service fees prior to calculating 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.
- Adjust commissions for prior calculations.
- 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 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.

Page 1 of 2 QCommission 						
Victory Distribution and Services, Inc.						
Payees Commissions Report To Manager						
Manager : Cwinston					Fiscal Year : 2006	
Payee	Position	Gross Pay Amt	Draw Adj	Cap Adj	Other Adj	Net Pay Amount
Period : 1						
Barb Mistal	Sales Representative	9,600		6,600		3,000
John Liggett	Sales Representative	2,000				2,000
Ward Lovett	Sales Representative	7,600.6				7,600.6
Period Total :						12,600.6
Period : 2						
Barb Mistal	Sales Representative	11,800		8,800		3,000
John Liggett	Sales Representative	1,000				1,000
Ward Lovett	Sales Representative	4,400.4	599.6			5,000
Period Total :						9,000
Period : 3						
Barb Mistal	Sales Representative	17,200		14,100	-100	3,000
John Liggett	Sales Representative	2,000			900	2,900
Ward Lovett	Sales Representative	36,100.9	-599.6	13,501.3		22,000
Period Total :						27,900
Manager : Cwinston						Grand Total :
						49,500.6

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Payee Ranking by Attainment

Performance Category	Fiscal Year	Period	Payee ID	Payee Name	Territory ID	Attainment	Attainment Percent	Goal Amount	Currency
Job Category : Sales Manager									
Manager Commission	2016	1	David Mgr	David Mgr	Downtown Office	3,595.00	0.00	0.00	USD
Job Category :									
House Service Fees	2016	1	House	House	Debt Legal Services, Inc.	3,595.00	0.00	0.00	USD
Job Category : Debt Consultant									
Audit Fees Commission	2016	1	Andy Rep	Andy Rep	Downtown Office	2,000.00	0.00	0.00	USD
Audit Fees Commission	2016	1	Brenda Rep	Brenda Rep	Downtown Office	797.50	0.00	0.00	USD
Audit Fees Commission	2016	1	Charlie Rep	Charlie Rep	Downtown Office	797.50	0.00	0.00	USD
Job Category : External Agency									
Referral Commission	2016	1	Elysian Fields Agency	Elysian Fields Agency	Downtown Office	1,595.00	0.00	0.00	USD

Page 1 of 1

Date : 8/10/2017 10:55 AM

Debt Legal Services, Inc. - Sales Commission Statement



Payee ID : Andy Rep	Plan ID : Debt Consultant Plan	Gross Payout Amt : 522.00	Balance
Payee Name : Andy Rep	Period : 1 [1/1/2016 - 1/14/2016]	Draw/Adv Adjustment : 0.00	0.00
Territory ID : Downtown Office	Position : Debt Consultant	Cap Adjustment : 0.00	0.00
Currency : USD	Fiscal Year : 2016	Minimum Pay Adjustment : 0.00	
		Other Adjustment : 0.00	
		Adjustment To Payout : 0.00	
		Recovery From Payout : 0.00	Net Payout Amt : <input type="text" value="522.00"/>

Txn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Audit Fees Commission						Goal Amt : 0.00			
AA001 - 1	1/14/2016	Payments		Joe Sixpack	Loan Audit Fees	2,000.00	1,305.00	40.00	522.00
Total :						2,000.00	1,305.00		522.00

Payees Incentive Commissions Report by Manager

Fiscal Year	Payee ID	Payee Name	Position	Incentive	Company	Period	Goal	Paid Amt	Attainment	Calc Payout Amt	Currency
Manager : David Mgr											
2016	Andy Rep	Andy Rep	Debt Consultant	Audit Fees Commission	Debt Legal Services, Inc.	1	0.00	522.00	2,000.00	522.00	USD
2016	Brenda Rep	Brenda Rep	Debt Consultant	Audit Fees Commission	Debt Legal Services, Inc.	1	0.00	180.00	797.50	180.00	USD
								702.00	2,797.50	702.00	
								702.00	2,797.50	702.00	

Page 1 of 1

Date : 8/10/2017 11:03 AM

Victory Distribution and Services, Inc.

Payee Ranking by Attainment

Performance Category : All Product Revenue

Fiscal Year : 2006

Period : 3

Payee ID	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID	Currency
Payee Job Category : Sales Manager							
Cwinston	Curt Winston	3,500,000	1,570,000	1	Sales Manager	RG01	
Mricker	Madie Ricker	2,000,000	1,310,000	2	Sales Manager	RG02	
Payee Job Category : Sales Representative							
Wlovett	Ward Lovett	1,000,000	500,000	1	Sales Representative	TERR03	
Lmadison	Loren Madison	900,000	400,000	2	Sales Representative	TERR04	
Mwest	Mark West	300,000	300,000	3	Sales Representative	TERR05	
Bmistal	Barb Mistal		220,000	4	Sales Representative	TERR02	
Jliggett	John Liggett		20,000	5	Sales Representative	TERR01	