

QCommission enables you to quickly calculate commission, verify results and distribute this information to your inside reps, outside reps and other staff. You can present the commission information in such a way that the sales people clearly understand 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 sales people to lose trust in you. QCommission can help avoid that by calculating all commissions systematically and reliably.

Software firms' sales revenue is typically license fees, maintenance contracts and professional services. Occasionally one-time license fees can be substituted by periodic subscription fees on a contracted basis. Sales staff may include direct sales reps, account executives, sales support engineers and managers. Occasionally, external resellers and referral partners may also be involved.

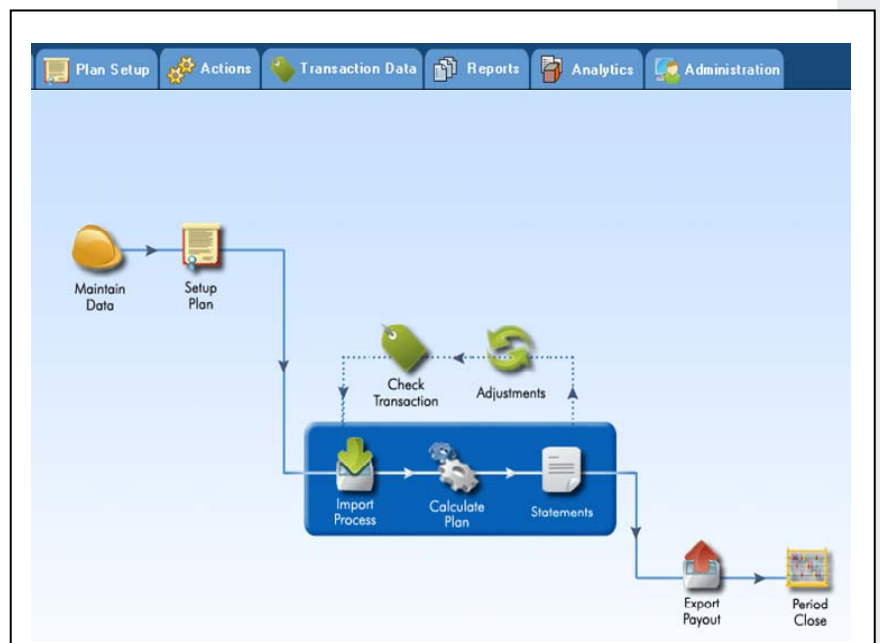
Typical commission plans for these payees may include,

- credit sales by customer, territory or by deal
- pay different rates for different products and services
- Pay tiered rates based on quota attainment
- Pay declining commissions rates for contract years
- Royalty payments to third party products included in sales

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 product or service.
- Calculate commissions based sales revenue or gross profit.
- Calculate gross profit by comparing invoice amounts to item cost, or purchase order amount.
- Pay commissions at time of invoicing, at time of payment or when job is complete.
- Pay different commission rates for sales reps, account executives sales support, and referral partners.
- Pay commissions as a portion of results, flat amounts, tier rate with thresholds, etc.
- Associate Customer to salespeople and pay commissions.
- Calculate incentives as often as you want.
- Handle cancellations and adjustments.
- Handle negative payouts.
- Split Sales commissions between multiple payees.
- Pay overrides to sales managers.
- Pay draws or guaranteed payouts.



Import/ Export

QCommission is designed to integrate with QuickBooks™, Salesforce.com, Sage Peachtree MS Dynamics GP, MS Dynamics Axapta 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.

Case Study

Innovative Computing Systems computes sales commissions using QCommission.

Innovative Computing Systems, Inc. (ICS) has focused on the technology needs of law firms since 1989 with a professional staff utilizing multiple platform certifications to design and implement stable, secure and effective solutions for its clients. ICS services include the design, planning, deployment, and support of Local and Wide Area Networks, with voice and data integration expertise. Their methodology combines industry best practices and product knowledge. ICS delivers efficiency through technology and is committed to the success of their clients. Their expertise and reputation for successful implementations make them a premier solution provider to the legal industry.

Normally, it would take the ICS sales commission team about a week to calculate commissions in Excel. ICS used Channel Online to capture order information. Channel Online then pushes the data into QuickBooks to create invoice and purchase order but the products/items did not match between invoices and purchase orders. This was required to figure out the appropriate cost and the gross profit. Calculating gross profit was the most time consuming work because the cost for hardware items were in the purchase order and the cost for service items was a fixed percentage. In addition, the volume of transactions was a nightmare to handle, with different line items being calculated differently.

ICS has to calculate commissions for five payees: their Regional Account Managers, Project Managers and VP of Sales. Commissions are paid on a quarterly basis, when invoices are paid by the customers. In addition they also wanted to handle split commissions between multiple payees. Payee was assigned at the invoice level but they needed to split commissions at an individual invoice line level. Multiple payees needed to be identified at the invoice line level. The CellarStone implementation team helped them figure out a solution to this problem.

Dana Cisneros, office manager at ICS said, "We did some research and finally decided to select QCommission because this is the only software on earth that can calculate on summary line of QuickBooks invoice with splits and Manager Override. No other software could



calculate Gross profit from all Purchase orders for the matching paid invoice.”

QCommission is powerful and flexible sales commission software. It calculates sales people's compensation accurately and reduces errors related to spreadsheets and manual methods. QCommission allowed the very complex calculations required by ICS to be handled in the system.

“The project was very well executed by the implementation team. Right from the kick off meeting, the implementation team gathered most of the requirements. The software was delivered on time with very good professional training. The implementation team provided excellent service whenever we called them and even guided us in running the first period.” says Dana.

QCommission has provided value to ICS by saving the team's valuable time, reducing it from 1 week to a couple of hours – and producing accurate and professional looking commission statements with no errors in commission calculation.

“We will definitely refer QCommission to other prospects and share our benefits and experience especially to those who use Connect-wise and Channel Online. It is no exaggeration that the software has reduced our one week of manual calculation down to a couple of hours, it's a wonderful product.” says Dana.

Zenith Software Solutions, Inc. - Sales Commission Statement

QCCommission

Payee ID : Andy Rep **Plan ID** : Sales Rep Plan **Gross Payout Amt** : 3,200.00 **Balance**
Payee Name : Andy Rep **Period** : 1 (1/1/2007 - 1/31/2007) **Draw/Adv Adjustment** : .00 .00
Territory ID : Zenith Software Solutions, Inc **Position** : Sales Rep **Cap Adjustment** : .00 .00
Currency : USD **Fiscal Year** : 2007 **Other Adjustment** : .00 .00

Net Payout Amt : 3,200.00

Trn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Contract Commissions									
A0001 - 2	1/1/2007	Invoice		US Airways	Maintenance	10,000.00	10,000.00	7.0000	700.00
Total :						10,000.00	10,000.00		700.00
Incentive ID : Sales Rep Commission									
A0001 - 1	1/1/2007	Invoice		US Airways	Accounting App	20,000.00	20,000.00	10.0000	2,000.00
A0001 - 3	1/1/2007	Invoice		US Airways	Implementation	10,000.00	10,000.00	5.0000	500.00
Total :						30,000.00	30,000.00		2,500.00

Manager: Doug Manager

Fiscal Year: 2007

Per: 1	Payee	Position	Incentive	Goal	Attainment	Amt	Net Pay Amount	Currency
	Andy Rep	Sales Rep	Contract Commissions	.00	10,000.00	700.00		
			Sales Rep Commission	.00	30,000.00	2,500.00		
							3,200.00	USD
	Brenda Accevec	Account Executive	Sales Commission	500,000.00	400,000.00	27,500.00		
							27,500.00	USD
Per: 1						Total :	30,700.00	USD
Manager: Doug Manager						Total :	30,700.00	USD

Company : Zenith Software Solutions, Inc.
 Transaction Report

Total No.Of Txn : 3

Total No.Of Lines : 7

Customer ID : US Airways

Fiscal Year : 2007

Txn ID	Txn Line	Txn Line Type	Txn Eff Date	Sales Amt	Gross Profit	Group ID	Qty	Payee ID	Product ID	Comments	Flexi Text 1
A0001	1	Standard	1/1/2007	20,000.00	20,000.00		2.00	Andy Rep	Accounting App		
A0001	2	Standard	1/1/2007	10,000.00	10,000.00		1.00	Andy Rep	Maintenance		
A0001	3	Standard	1/1/2007	10,000.00	10,000.00		2.00	Andy Rep	Implementation		
A0002	1	Standard	1/1/2007	200,000.00	200,000.00		2.00	Brenda Accevec	Accounting App		
A0002	2	Standard	1/1/2007	100,000.00	100,000.00		1.00	Brenda Accevec	Maintenance		

Company : Zenith Software Solutions, Inc.
 Payment by Transaction ID

Transaction ID : A0001

Fiscal Year : 2007

Customer ID : US Airways

Transaction Type : Invoice

Txn Eff Date	Period	Txn Line	Txn Line Type	Product ID	Sales Amt	Qty	Credit Amt	Attainment	Attain Percent	Payout Period	Payout Rate	GoalAmt	Payee Id	Incentive Id	Payout Amt
Total Credit Amt : 100,000.00															
1/1/2007	1	1	Standard	Accounting App	20,000.00	2.00	20,000.00	20,000.00	0.00	1	1.00	.00	Doug Manager	Manager Override	200.00
1/1/2007	1	1	Standard	Accounting App	20,000.00	2.00	20,000.00	20,000.00	0.00	1	5.00	.00	Carlin Engineer	Sales Support Commission	1,000.00
1/1/2007	1	1	Standard	Accounting App	20,000.00	2.00	20,000.00	20,000.00	0.00	1	10.00	.00	Andy Rep	Sales Rep Commission	2,000.00
1/1/2007	1	2	Standard	Maintenance	10,000.00	1.00	10,000.00	10,000.00	0.00	1	1.00	.00	Doug Manager	Manager Override	100.00
1/1/2007	1	2	Standard	Maintenance	10,000.00	1.00	10,000.00	10,000.00	0.00	1	.00	.00	Andy Rep	Contract Commissions	700.00
1/1/2007	1	3	Standard	Implementation	10,000.00	2.00	10,000.00	10,000.00	0.00	1	1.00	.00	Doug Manager	Manager Override	100.00
1/1/2007	1	3	Standard	Implementation	10,000.00	2.00	10,000.00	10,000.00	0.00	1	5.00	.00	Andy Rep	Sales Rep Commission	500.00
Total :					100,000.00	12.00	100,000.00	100,000.00							4,600.00

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