

QCommission enables you to quickly calculate commission, verify results and distribute this information to your agencies, agents, brokers and 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.

## Calculate Accurately with Flexible Rules

QCommission provides a lot of flexibility to set up commission plans that are unique to your company and your agents.

- Handle multiple manufacturer related commissions
- Setup or import Sales Orders written to customers on manufacturer's behalf
- Calculate incoming commissions due from manufacturer based on sales orders
- Have unique commission calculations for each manufacturer
- Receive commission statements from manufacturers and enter/import into system
- Calculate commissions due to payees
- Pay commissions at the time of sales order, when customer billed or when manufacturer pays
- Pay commissions as flat amounts or as percentages
- Have unique commission plans by payees
- Split commissions between payees
- Pay commissions by sales or profit
- Pay tiered commissions rates by sales volume
- Pay overrides to sales managers..
- Pay weekly, bi-weekly, twice-monthly, monthly

## Reporting

QCommission stores all data entered and all payout calculations.

- Produce incoming commission due statements from manufacturers
- Produce detailed commission statements by payee.
- Reproduce commission statements for prior periods.
- Report on split credits and uncredited transactions.
- Email commission statements to payees.
- View commission statements through the web

## 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 manufacturer data from Excel, PDF and fixed or text-delimited files.
- Export Commissions payouts for accounts payable and payroll
- Export data to Excel, and fixed or text-delimited file formats.

# ABC Associates, Inc. - Sales Commission Statement



**Payee ID** : Andy Rep **Plan ID** : Sales Rep Commission Plan **Gross Payout Amt** : 7,650.00 **Balance**  
**Payee Name** : Andy Rep **Period** : 1 [1/1/2009 - 1/31/2009] **Draw/Adv Adjustment** : .00  
**Territory ID** : California-North **Position** : Sales Rep **Cap Adjustment** : .00  
**Currency** : USD **Fiscal Year** : 2009 **Other Adjustment** : .00

**Net Payout Amt** : 7,650.00

Trn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
<b>Comments</b>									
<b>Incentive ID : Sales Commission</b>						<b>Goal Amt</b>	: .00		
BB001 - 1	1/1/2009	Payments		Able Construction	Drill	2,000.00	2,000.00	90.0000	1,800.00
BB001 - 2	1/1/2009	Payments		Able Construction	Countertop	2,000.00	2,000.00	90.0000	1,800.00
BB002 - 1	1/2/2009	Payments		Beechwood Buildings	Spectra Laser Horizontal	4,500.00	2,250.00	90.0000	2,025.00
BB002 - 2	1/2/2009	Payments		Beechwood Buildings	Spectra Laser Pipe	4,500.00	2,250.00	90.0000	2,025.00
<b>Total</b>						<b>13,000.00</b>	<b>8,500.00</b>		<b>7,650.00</b>

Company : ABC Associates, Inc.

**QCommission**

Transactions and Payouts

Fiscal Year : 2009

Txn Line	Txn Type	Product	Sales Amt	Qty	Payee	Credit Amt	Per.	Attainment	Attain %	Rate	Payout Amt
Txn: AA001 Customer: Able Construction Eff Date: 1/1/2009											
1	Sales Order	Drill	20,000.00	100.0	AEC Associates	20,000.00	1	20,000.00	10.00		2,000.00
2	Sales Order	Countersink	20,000.00	100.0	AEC Associates	20,000.00	1	20,000.00	10.00		2,000.00
Total :						40,000.00		40,000.00			4,000.00
Txn: EB001 Customer: Able Construction Eff Date: 1/1/2009											
1	Payments	Drill	2,000.00	100.0	Andy Rep	2,000.00	1	2,000.00	90.00		1,800.00
					Peery Principal	2,000.00	1	2,000.00	2.00		40.00
2	Payments	Countersink	2,000.00	100.0	Peery Principal	2,000.00	1	2,000.00	2.00		40.00
					Andy Rep	2,000.00	1	2,000.00	90.00		1,800.00
Total :						8,000.00		8,000.00			3,680.00
Txn: CC001 Customer: Able Construction Eff Date: 1/1/2009											
1	Payments	Drill	2,000.00	100.0							
2											

Company : ABC Associates, Inc.

**QCommission**

Payees Commissions Incentive Report By Territory

Txn	Per.	1	Payee	Position	Incentive	Goal	Attainment	Amt	Net Pay Amount	Currency	
Territory: California-South											
Fiscal Year: 2009											
AA002			Brad Rep	Sr Sales Rep	Sales Commission	.00	4,500.00	4,275.00			
EB002			Charlie Rep	Sr Sales Rep	Our Products C Commission	.00	26,500.00	1,875.00			
					Sales Commission	.00	4,000.00	3,600.00			
Per: 1									Total :	9,750.00 USD	
Territory: California-South										Total :	9,750.00 USD

ABC Associates, Inc. - Sales Commission Statement

**QCommission**

Payee ID : ABC Associates Plan ID : House Commissions Plan Gross Payout Amt : 13,000.00 Balance  
 Payee Name : ABC Associates Period : 1 [1/1/2009 - 1/31/2009] Draw/Adv Adjustment : .00  
 Territory ID : ABC Associates, Inc. Position : House Cap Adjustment : .00  
 Currency : USD Fiscal Year : 2009 Other Adjustment : .00

Net Payout Amt : 13,000.00

Txn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Incoming Commissions						Goal Amt : .00			
AA001 - 1	1/1/2009	Sales Order		Able Construction	Drill	20,000.00	20,000.00	10.0000	2,000.00
AA001 - 2	1/1/2009	Sales Order		Able Construction	Countersink	20,000.00	20,000.00	10.0000	2,000.00
AA002 - 1	1/2/2009	Sales Order		Beechwood Buildings	Spectra Laser Horizontal	30,000.00	30,000.00	15.0000	4,500.00
AA002 - 2	1/2/2009	Sales Order		Beechwood Buildings	Spectra Laser Pipe	30,000.00	30,000.00	15.0000	4,500.00
Total :						100,000.00	100,000.00		13,000.00