



QCommission Integration with SAP Business One

Overview

Sales commission programs are possibly the most variable programs conducted by a firm. These programs tend to vary significantly from industry to industry, and many times within companies in an industry. Sales commission programs tend to be different by employees even within a single firm.

Because of the highly variable nature of commission calculations, solutions attempting to solve the problem have to be highly sophisticated. At the same time, they should not burden the user with additional complexity in their operations. One key area of complexity is allowing data interchange between the customer's existing accounting systems and the commissions system. A commission system that can understand the structure of the accounting system data and seamlessly bring in the appropriate data necessary for calculating commissions can be a huge benefit in reducing the inherent complexity in that process.

QCommission is a powerful, flexible sales commission software tool. It calculates sales people's compensation, accurately, quickly and professionally. QCommission is integrated with **SAP Business One** but can also be operated stand-alone. QCommission supports 2004 and later versions of SAP Business One.

SAP Business One is an integrated, affordable business management solution designed specifically for small and midsize businesses. For the first time, business owners have a single system that automates their critical operations, including sales, finance, purchasing, inventory, and manufacturing and offers an accurate, up-to-the-minute picture of their business.

Technology

SAP AG, supplies the SAP Business One SDK (Software Development Kit) to allow independent software vendors (ISVs) to develop and integrate their 3rd party applications with the SAP Business One Application. The SAP Business One SDK consists of a Data Interface API (DI API) and a User Interface API (UI API).

This SDK makes sure that the integration works well with the various versions SAP Business One. The SDK also ensures that the third party product is properly authenticated prior to getting access to the SAP Business One data. All access to SAP Business One data is through the SDK.

CellarStone supplies the QXChange Integration Technology necessary to map data from external source into the QCommission application. QXchange is a comprehensive ETL tool that allows sophisticated data extraction, transformation and loading functions from/to various forms of data.

Importing Data

Invoices

Commissions are primarily calculated on Revenue. Revenues are mostly based on invoices entered into the accounting system. This is the primary data that is imported into QCommission. The various attributes of invoices can be used in the calculation of commissions. In many situations, sales reps are directly associated with invoices. This can be used in properly crediting the invoice to the sales rep prior to calculating commissions. Other data attributes useful in commission calculations include Quantity, Amount, Customer, Product, etc.

A key requirement is the ability to only import transactions for the particular commission period that is being currently processed. The QCommission system automatically understands the date range being processed and only brings in the transactions necessary for proper calculations.



Invoices normally go through two states: Invoiced and Paid. Some customers pay commissions on invoiced and some when invoices are paid. Some pay on both events. QCommission can understand the state of the invoices and bring in only the invoices of the right status to process. If invoices change state in SAP Business One, later, it can update the state in QCommission and properly calculate and pay the right commission.

Other Transactional Data

Other transactional data that can be imported include Sales Orders, Sales Quotations, Credit Memos and Purchase Orders. QCommission can import these transactions and use them in calculations as well.

Master Data

In addition to transactional data QCommission can import master data such as Business Partners (Customers as well as Vendors), Products, Sales Employees, etc. This becomes very useful in maintaining consistency between the SAP Business One and QCommission data.

Special Conditions

There are many special conditions that QCommission has to handle in importing/exporting data through SAP Business One SDK. Here are some of the conditions being handled:

➤ **Non-commissionable**

Many times transactions associated with certain items may be considered non-commissionable. This may be limited incidental transactions such as "Shipping Charges", but could extend to actual products and product lines. QCommission provides the ability to filter out these item groups while importing data.

➤ **Gross Profit**

Some commission plans calculate commissions based on Gross Profit. This can be done only by understanding cost in addition to revenue from SAP Business One. Cost can be derived from items or from Purchase Orders associated with Invoices. This is a complex process as it needs understanding on Base Price Origin and derive the Gross Profit calculations and QCommission does a lot of extra processing to identify the costs associated with invoices.

➤ **Splits**

Invoices can sometimes be credited to multiple reps. SAP Business One does not allow association of more than one rep to a transaction. QCommission has provided mechanisms and procedures to associate multiple reps to individual transactions.

Conclusion

QCommission does a tremendous job, understanding the intricacies of the SAP Business One data structure as well as the complications inherent in the commission process. With this ability it integrates the two systems in such a manner that the complexity to the customer is reduced to a minimal level.

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