

The background features a large, abstract geometric shape composed of various shades of green triangles and polygons, extending from the top-left corner towards the bottom-left corner.

QCommission

Pay People Properly

www.qcommission.com

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 must 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 QuickBooks® but can also be operated stand- alone.

DEAR Inventory is a cloud-based, inventory and order management application for SMBs which offers a complete back-end management solution with purchasing, sales, warehouse management, light manufacturing features as well as shipping, ecommerce, and payment gateway integrations. DEAR Inventory aims to help small to medium business owners take control over inventory and order management while streamlining, automating, and simplifying all daily operations. DEAR has wide applications in various industries by businesses of various sizes. Retailers, wholesalers, manufacturers, and ecommerce operators are the broad categories of DEAR Inventory users. Some businesses utilize DEAR for simple inventory management needs while others rely on DEAR to meet compliance requirements imposed by their industry, for example food manufacturers need DEAR for lot traceability and expiry date capabilities.

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Technology

The Dear Inventory API is a RESTful API. The API has a set of calls/methods and it can be used for building applications and integrating with third party applications. The API accepts only JSON data format.

With the Dear Inventory API below are some of the operations we can do:

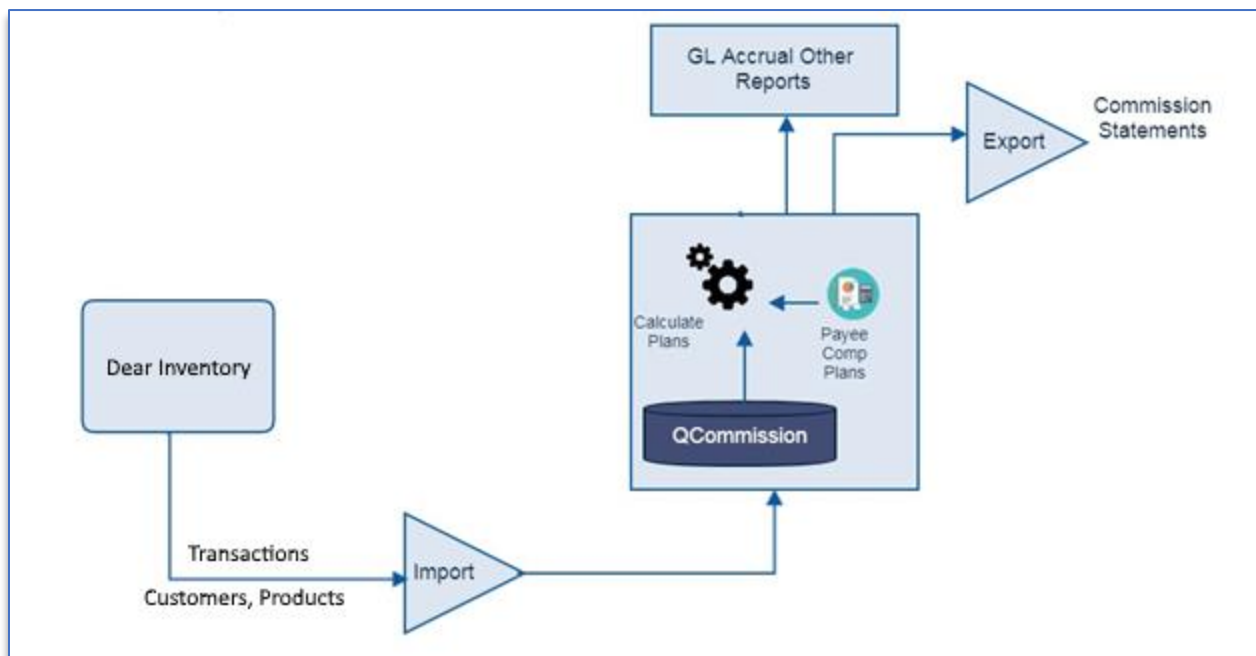
- Obtain data from Dear Inventory
- Send new data to Dear Inventory
- Update existing data in Inventory

The Dear Inventory platform also ensures that the third-party product is properly authenticated prior to getting access to get the Dear Inventory data. All access to Dear Inventory is through the REST API requests provided by the Dear Inventory API.

QCommission utilizes a technology called QXchange to integrate to other applications including Dear Inventory. Specific data access plug-ins (DAP) for different systems can be added to QXchange to integrate with various data sources. A special DAP for Dear Inventory allows QCommission to exchange data with Dear Inventory.

Architecture

QCommission is a fully web-based SaaS application with the ability to be implemented as a public or private cloud application.



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Importing Data

Commissions are primarily calculated on Revenue. Revenues are mostly based on transactions entered in the Dear Inventory system. The various attributes of transactions can be used in the calculation of commissions. In many situations, sales reps are directly associated with transactions. 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 learner, promotion, course enrolment, etc.

A key requirement is the ability to only import enrolment transactions for the specific 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. The system brings in data from Dear Inventory system and push it into QCommission as transactions. The transactions will be used to do the calculations.

Conclusion

QCommission does a tremendous job, understanding the intricacies of the Dear Inventory as well as the complications inherent in the data integration 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.