

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](http://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.

TALLY is an ERP accounting software package used for recording day to day business data of a company. The latest version of Tally is Tally ERP 9. Tally ERP 9 Software is one acclaimed financial accounting system and inventory management system with power computer. Tally has been designed to provide the extensive integration capabilities which enable businesses to build cross-platform solutions without compromising data integrity and reliability. Thus, empowering business to seamlessly interact with multiple applications or software systems. To meet the challenges of the new business environment, information systems need to communicate with each other as seamlessly as possible, provide right-time visibility of transactions across the entire enterprise and be flexible enough to accommodate the changing structure of the business.

### Technology

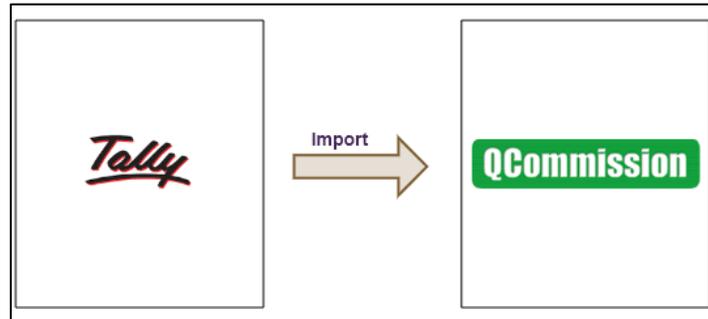
XML (Extensible Markup Language) is the standard for information exchange with external systems. Tally supports standardized message formats for Request/Response. Tally can communicate with any environment capable of sending and receiving XML over HTTP.

Tally can act as an HTTP Server capable of receiving an XML Request and responding with an XML Response. The entire Tally Data can be made available to the requesting application. It is also possible for the application to store data into Tally Database.

Using the same interface, Tally has the capability to interact with a Web Service delivering Data over HTTP. In this scenario, Tally behaves as a client retrieving and storing data into an external database. The Web Service capable of handling Tally Request/Response serves as a layer between Tally and External Database.

# QCommission

Pay People Properly



## Importing Data

Sales Vouchers and Payment Vouchers Commissions are primarily calculated on Revenue. Revenues are mostly based on sales vouchers entered in the accounting system. The various attributes of sales vouchers can be used in the calculation of commissions. In many situations, sales reps are directly associated with sales vouchers. This can be used in properly crediting the sales vouchers 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 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.

Sales vouchers normally go through two states: Enter voucher and Pay. Some customers pay commissions on entered vouchers and some when the voucher is paid. Some pay on both events. QCommission can understand the status of the sales vouchers and bring in only the sales vouchers of the right status to process. If sales vouchers change status in Tally later, it can update the status in QCommission and properly calculate and pay the right commission.

Occasionally commissions are paid out on partially paid vouchers as revenue is collected. In this case, it is not enough to just check the paid stamp on the vouchers. The payment voucher will also have to be imported and commissions released as payment is received. In this case both sets of transactions will have to be handled.

# QCommission

Pay People Properly

## **Other Transactional Data**

Other transactional data that can be imported include Receipt Vouchers, Purchase Vouchers. QCommission can import these transactions and use them in calculations as well.

## **Master Data**

In addition to transactional data, QCommission can import master data from Tally such as Customer, Sales Item, Purchase Item etc. The data imported can include the hierarchy structure. This becomes very useful in calculating commissions based on these various criteria.

## **Conclusion**

QCommission does a tremendous job, understanding the intricacies of the TALLY 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.