

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 payees.

- Pay commission by various types of services such as legal, audit, etc.
- Calculate commissions based sales revenue or profit.
- Pay commissions at time of invoicing, at time of payment or when job is complete.
- Pay commissions on one-time payments or on multiple payments for a payment plan.
- Pay different commission rates for different services
- Pay different commission rates by payment plan
- Pay different commission rates for sales reps
- Split commission rates between sales reps
- Pay overrides to managers and principals
- Deduct service fees prior to calculating commissions
- Pay referral commissions
- Pay commissions as a portion of results, flat amounts, tier rate with thresholds, etc.
- Calculate incentives weekly, bi-weekly, monthly and other Chargeback commissions for cancelled contracts.
- Handle negative payouts.
- Pay draws or guaranteed payouts.



## Import/ Export

QCommission is designed to integrate with QuickBooks™, Salesforce.com, SAP Business One, 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

### QCommission ensures clean commissions for Dome Cleaning.

Dome Cleaning, Inc. is a professional cleaning company with two divisions designed to meet the cleaning needs of commercial and residential clients. Their operations division provides janitorial services for commercial clients. They typically perform these services in the common areas of Homeowners' Associations and apartment buildings during the day and in commercial properties in the day or night.



Dome had a major challenge calculating commissions with their manual processes. Tracking estimated against actual hours was done in Excel by manually extracting information from QuickBooks. They need a lot of other unique information to include in their calculation such as:

- paying on gross profit of job
- subtracting labor and overhead
- different rates for special cleaning jobs
- 2 and 3 way splits
- pay on paid invoices
- bi-weekly calculations

This process was very time consuming for their comp administrator so they started looking for a solution. The company chose to utilize the software QCommission which integrates with QuickBooks, to automate their

commission administration. Accurate calculation and simple administration were the key deciding factors in selecting QCommission. Alan Marwill, President of Dome, selected QCommission based on the fact that this is the only software that can meet their requirements at the right price especially during this current economic crisis.

Tweetie, the office manager who is the comp administrator, was very pleased with QCommission when she tested the results of the first period run. "The outstanding level of service support by the implementation team was amazing", said Tweetie.

On the first month, the company could see their ROI realized - from the reduced amount of time spent, error free calculation and professional looking statements. **"QCommission has tremendously helped us in our commission calculation. The automated process of calculating commission payments assure both the company and our sales people of accurate commission calculation, and in less than half the time it usually took!"** said Tweetie. **"We will definitely recommend this software to others,"** she adds.



### Payee YTD Incentive Summary

Payee ID	Terminology	Incentive ID	Plan ID	Period Start/Year	Goal Amount	Amount	Goal Amount	Amount	Payoff Amount	Total Goal Currency
ES06	USA	Effective Commission	Effective Daily Commission Plan	1/2016	0.00	1,500.00	0.00	1,500.00	400.00	0.00 USD

Construction Solar, Inc. - Sales Commission Statement

Plan ID : Connor Williams  
 Gross Payable Amt : 480.00  
 Balance : 0.00  
 Date: Job Adjustment : 0.00  
 Cap Adjustment : 0.00  
 Minimum Pay Adjustment : 0.00  
 Other Adjustment : 0.00  
 Adjustment To Payor : 0.00  
 Recovery From Payor : 0.00  
 Net Payable Amt : 480.00

Date	Type	Group	Customer	Product ID	Sales Amount	Cross Amount	Cross Rate	Commission	Commission Rate	Commission Amount	Balance
1/14/2016	Invoice		Edison-Dating Gregory Clements	Memo	300.00	300.00	20.00	150.00	50.00%	150.00	150.00
1/14/2016	Invoice		Edison-Dating William Gray	Memo	1,800.00	1,800.00	30.00	360.00	20.00%	360.00	0.00

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Pay People Property

Payee ID	Payee Name	Payee Job Category	Credit Amt	Commission	Commission Rate	Commission Amount	Balance
2015	Connor Williams	Owner	4.14	0.00	0.00%	0.00	4.14
2015	Connor Williams	Owner	42.26	0.00	0.00%	0.00	46.40
2015	Edison-Dating	Edison-Dating	1,800.00	1,800.00	100.00%	1,800.00	0.00
2015	Frederick Dwyer	Frederick Dwyer	14.00	14.00	100.00%	14.00	0.00
2015	Robert Risk	Robert Risk	2.85	2.85	100.00%	2.85	0.00
2015	Robert Risk	Robert Risk	18.89	18.89	100.00%	18.89	0.00
			<b>1,953.00</b>	<b>1,953.00</b>	<b>100.00%</b>	<b>1,953.00</b>	<b>0.00</b>

Year to Date Commission Payout

Event	Invoiced	Event	Paid	Commission	Commission Rate	Commission Amount	Balance
Invoice	1/14/2016	Connor Williams	300.00	150.00	50.00%	150.00	150.00
Invoice	1/14/2016	Connor Williams	1,800.00	360.00	20.00%	360.00	0.00
Invoice	1/14/2016	Edison-Dating	1,800.00	1,800.00	100.00%	1,800.00	0.00
Invoice	1/14/2016	Frederick Dwyer	14.00	14.00	100.00%	14.00	0.00
Invoice	1/14/2016	Robert Risk	2.85	2.85	100.00%	2.85	0.00
Invoice	1/14/2016	Robert Risk	18.89	18.89	100.00%	18.89	0.00
			<b>3,734.89</b>	<b>3,734.89</b>	<b>100.00%</b>	<b>3,734.89</b>	<b>0.00</b>