

QCommission enables you to quickly calculate commission, verify results and distribute this information to your sales reps, agents and other 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, 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.
- Analyze historical transaction and payment information
- Email commission statements to payees.
- View commission statements through the web.

Office Building Solutions Inc. - Sales Commission Statement

qCommission

Page ID : Aandethk	Plan ID : Sales Exp File	Gross Paymnt Amt : 3,960.00	Balance : .00
Payee Name : A1Eubeeck	Period : 1/1/2006 - 1/31/2006	Draw/Adj Adjustment : .00	
Territory ID : West Office	Positns : Sales Rep	Cap Adj Adjustment : .00	
	Fiscal Year : 2006	Other Adjustment : .00	

Net Paymnt Amt : 3,960.00

Item	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
Incentive ID : Product Gross Profit Commission											
AA001 - 1	9/1/2006	Invoice	Crossroads Properties	Chico Router	20.00	50,000.00	20,000.00	30,000.00	30,000.00	8.0000	2,400.00
AA001 - 2	9/1/2006	Invoice	Crossroads Properties	McAfee Firewall	5.00	20,000.00	8,000.00	12,000.00	12,000.00	8.0000	960.00
Total					:	70,000.00	28,000.00	42,000.00	42,000.00		3,360.00
Incentive ID : Service Sales Commission											
AA002 - 1	1/3/2006	Invoice	Crossroads Properties	Orbita Consulting	100.00	12,000.00	5,500.00	6,500.00	12,000.00	3.0000	360.00
AA002 - 2	1/3/2006	Invoice	Crossroads Properties	Docpartner Consulting	80.00	8,000.00	4,000.00	4,000.00	8,000.00	3.0000	240.00
Total					:	180.00	9,500.00	10,500.00	10,500.00		600.00

Date : 6/23/2007

(SMP)

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Office Building Solutions Inc. - Sales Commission Statement

QCCommission

Plan ID : J0466 Plan : Sales Manager Plan
 Payee Name : John Smith Period : 1/1/2006 - 10/1/2006
 Territory ID : West Office Product : Sales Manager
 Fiscal Year : 2006 Other Adjustments :
 Gross Payable Amount : 3,002.00
 Commission Adjustments : .00
 Cap Adjustments : .00
 Other Adjustments : .00
 Total Payable Amount : 3,002.00

Trans	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Rate	Current Amount	Paid Amount
Invoice ID : Sales Manager/Overhead										
AA01-1	1/1/2006	Invoice		Overhead Properties	Class Dealer	50,000.00	50,000.00	1.0000	500.00	500.00
AA01-2	1/1/2006	Invoice		Overhead Properties	Mobile-Firewall	20,000.00	20,000.00	1.0000	200.00	200.00
AA02-1	1/1/2006	Invoice		Overhead Properties	Class Consulting	12,000.00	12,000.00	1.0000	120.00	120.00
AA02-2	1/1/2006	Invoice		Overhead Properties	Overhead Consulting	8,000.00	8,000.00	1.0000	80.00	80.00

Company : Office Building Solutions Inc.
 Payment by Transaction ID
 Transaction ID : AA001
 Customer ID : Overhead Properties
 Transaction Type : Invoice

Trans ID	Period	Trans Type	Product	Sub-Prod	City	Credit Amt	Address	Alt	Paymnt	Paymnt Rate	Outstand	Paymnt
1/1/2006	1	Standard	Class Dealer	50,000.00	20.00	50,000.00	50,000.00	0.00	1	1.00	0.00	500.00
1/1/2006	1	Standard	Class Dealer	50,000.00	20.00	30,000.00	30,000.00	0.00	1	8.00	0.00	200.00
1/1/2006	1	Standard	Mobile-Firewall	20,000.00	5.00	20,000.00	20,000.00	0.00	1	1.00	0.00	120.00
1/1/2006	1	Standard	Mobile-Firewall	20,000.00	5.00	12,000.00	12,000.00	0.00	1	8.00	0.00	80.00
Total :												
										100,000.00	50.00	112,000.00
										112,000.00		112,000.00

Date : 8/21/2007

QCCommission

Company : Office Building Solutions Inc.
 Payee Banking By Attainment
 Product : Product-Sales/Inv
 Fiscal Year : 2006

Payee ID	Payee Name	Out Amt	Attainment	Banking	Job Category	Territory ID
AA001	Mobile-Overhead	0.00	80,000.00	1	Mobile-Inv	West Office
AA002	Class Consulting	0.00	4,000.00	1	Class-Inv	West Office

Date : 8/21/2007

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