

QCommission

Pay People Properly

Education

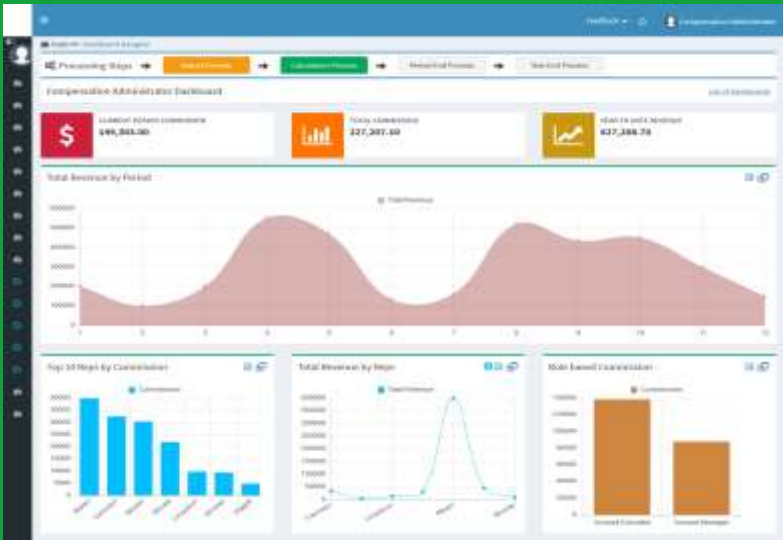
www.qcommission.com

QCommission enables you to quickly calculate commission, draw and bonuses, verify results and distribute this information to your account executives, recruiters, consultants and managers. Present the commission information in such a way that your staff clearly understands 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 staff 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 Salesforce.com, Sage Peachtree, Sage Intacct, MS Dynamics GP, MS Dynamics Axapta, QuickBooks, SugarCRM, Xero, NetSuite 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.

Office Building Solutions Inc. - Sales Commission Statement

Printed: 11/13/2008 12:33:00PM
 Payee: [Blank]
 Product ID: [Blank]
 Fiscal Year: 2008

Total Payout Amt: 1,500.00

Date	Type	Customer	Product ID	Qty	Subs Amount	Unit	Comm %	Comm Amount	Final Amount
Account ID: Product Group/Part Commission									
AA001-1	Invoice	Greenleaf Properties Clearwater		20.00	20,000.00	20,000.00	7.500000	1,500.00	21,500.00
AA001-2	Invoice	Greenleaf Properties Clearwater		1.00	20,000.00	20,000.00	7.500000	1,500.00	21,500.00
TOTAL				21.00	40,000.00	40,000.00	7.500000	3,000.00	43,000.00
Account ID: Service Sales Commission									
AA002-1	Invoice	Greenleaf Properties Clearwater		100.00	10,000.00	10,000.00	5.000000	500.00	10,500.00
AA002-2	Invoice	Greenleaf Properties Clearwater		80.00	8,000.00	8,000.00	4.000000	320.00	8,320.00
TOTAL				180.00	18,000.00	18,000.00	4.500000	820.00	18,820.00

Date: 11/13/2008 Page 1 of 1

Company : Office Building Solutions Inc.

Payee Ranking by Attainment

Printed: 11/13/2008

Payee ID	Payee Name	Over All	Attainment	Ranking	Job Category	Territory ID
Arndt	Arndt, Arndt	00	42,000.00	1	Sales Rep	West Office
Arndt	Arndt, Arndt	00	42,000.00	2	Sales Rep	West Office

Date: 11/13/2008 Page 1 of 1

Office Building Solutions Inc. - Sales Commission Statement

QCommission

Page ID : 1000
 Page Name : John Smith
 Territory ID : West Office
 Date : 1/11/2006 - 1/31/2006
 Period : 1/11/2006 - 1/31/2006
 Position : Sales Manager
 Fiscal Year : 2006
 Gross Payroll Amt : 3,000.00
 Commission Adjustment : .00
 Corp Adjustment : .00
 Other Adjustment : .00
 Net Payroll Amt : 3,000.00

Total Payroll Amt : 3,000.00

Commission	Date	Type	Group	Customer	Product ID	Base Amount	Commission Rate	Commission Amount	Commission Rate	Final Amount
Investment ID : Sales Manager Overhead										
AAD01 - 1	1/1/2006	Invoice		Chermside Properties	Chris Bender	30,000.00	1.0000	300.00	1.0000	300.00
AAD01 - 2	1/1/2006	Invoice		Chermside Properties	Michelle Frenzel	20,000.00	1.0000	200.00	1.0000	200.00
AAD02 - 1	1/1/2006	Invoice		Chermside Properties	Chris Chiswick	12,000.00	1.0000	120.00	1.0000	120.00
AAD02 - 2	1/1/2006	Invoice		Chermside Properties	Independent Consulting	8,000.00	1.0000	80.00	1.0000	80.00
AC005 - 1	1/1/2006	Invoice		Circle Inc	ORA LAB Systems	100,000.00	1.0000	1,000.00	1.0000	1,000.00
AC005 - 2	1/1/2006	Invoice		Circle Inc	APR Project Grant	10,000.00	1.0000	100.00	1.0000	100.00
AC007 - 1	1/1/2006	Invoice		Circle Inc	Circle Consulting	5,200.00	1.0000	52.00	1.0000	52.00
AC007 - 2	1/1/2006	Invoice		Circle Inc	Independent Consulting	8,000.00	1.0000	80.00	1.0000	80.00
AD001 - 1	1/1/2006	Invoice		Circle Inc	Intel Xeon Multi	30,000.00	1.0000	300.00	1.0000	300.00
AD001 - 2	1/1/2006	Invoice		Circle Inc	Intel Xeon	60,000.00	1.0000	600.00	1.0000	600.00
Total						365,200.00		3,652.00		3,652.00

Company : Office Building Solutions Inc.

QCommission

Transaction ID : AAD01
 Customer ID : Chermside Properties
 Transaction Type : Invoice
 Paid Year : 2006

Trans ID	Period	Trans Date	Product	Product ID	Qty	Unit Price	Amount	Alt	Payroll Amt	Product	Product ID	Commission %	Commission	Product	Product ID
112006	1	1	Standard	Chris Bender	30,000.00	20.00	600,000.00	0.00	1.00	300.00	0.00	1.00	300.00	Sales Manager Overhead	300.00
112006	1	1	Standard	Michelle Frenzel	20,000.00	20.00	400,000.00	0.00	1.00	200.00	0.00	1.00	200.00	Sales Manager Overhead	200.00
112006	1	2	Standard	Chris Chiswick	12,000.00	5.00	60,000.00	0.00	1.00	120.00	0.00	1.00	120.00	Sales Manager Overhead	120.00
112006	1	2	Standard	Independent Consulting	8,000.00	5.00	40,000.00	0.00	1.00	80.00	0.00	1.00	80.00	Sales Manager Overhead	80.00
Total													112,000.00	112,000.00	