

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 center of the page.

QCommission

Pay People Properly

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.

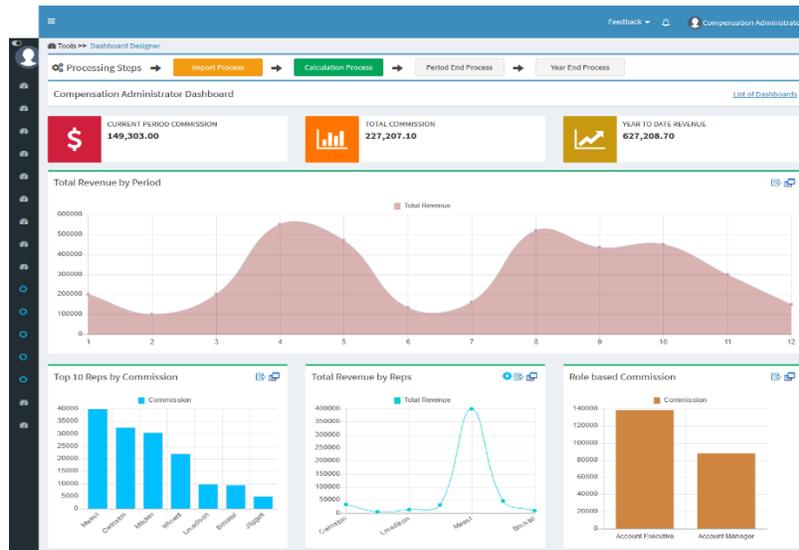
Calculate Accurately with Flexible Rules

QCommission provides a lot of flexibility to set up commission plans that are unique to your company and your payees.

- Capture Medicare applications data including Medicare #, during Annual Enrollment Period and other times
- Batch and submit applications to carriers daily
- Provide daily report to agents of submitted applications
- Convert carrier approved applications into policies
- Import incoming commissions from carrier files
- Pay commissions on New policies written
- Pay commissions against policy renewals
- Pay commissions against premiums
- Process multiple carrier files
- Pay Agents, General Agents, Captive Agents, Brokers and internal staff
- Split commissions with payees
- Split commissions between multiple payees for a policy
- Vary commissions by carrier, type of insurance product such as Medicare Advantage, etc
- Pay flat amount per application
- Pay flat amount for approved policy. Pay different amount by year of renewal
- Pay additional commission for first year Medicare member
- Deduct various fees such as processing fees
- Deduct commissions for Rapid Disenrollment
- Pay weekly, bi-weekly, twice-monthly, monthly
- Pay overrides to sales managers.

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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 process some PDF format files too. QCommission can also operate stand-alone.

- Import data from accounting system including Invoices, Expenses, Payees, Customers and Products.
- Import from Carrier data from Excel, PDF and fixed or text-delimited files.
- Ability to automatically download multiple insurance carrier files and process them.
- Ability to process commissions for the same agent with multiple carriers having different agent codes and combine the data.
- Ability to validate and reprocess the insurance carrier files coming in.
- 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.

Reporting

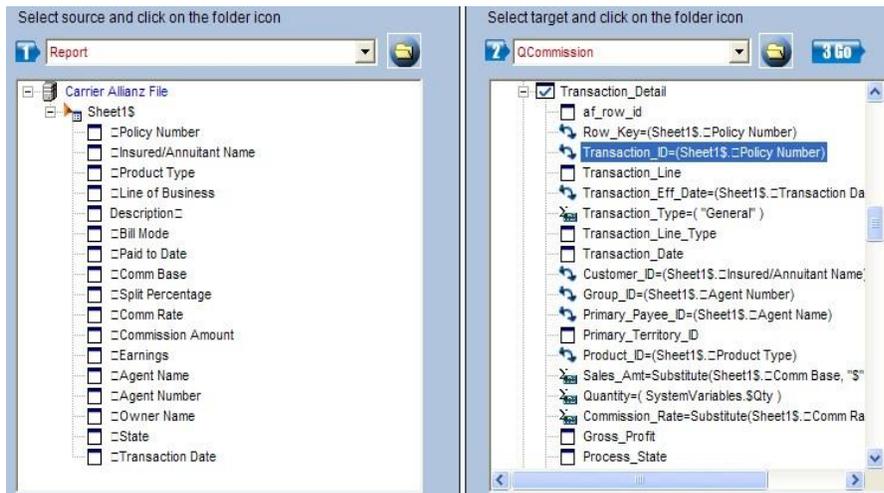
QCommission stores all data entered and all payout calculations.

- Produce Carrier applications batch report
- Produce Daily applications submitted report by agent
- Produce detailed commission statements by payee
- Reproduce commission statements for prior periods

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- Report on split credits and uncredited transactions
- Analyze historical transaction and payment information
- Email commission statements to payees
- View commission statements through the web.



QCommission Automates Commissions for Insurance Agency

Health Plans of North Carolina (HPNC) provides outstanding health care insurance service to the entire State of North Carolina including the NC metropolitan areas. HPNC represents products such as Blue Advantage®, Blue Options HSA(SM), Dental Blue®, Short-Term Health Care and Blue Medicare Supplement(SM)

BCBSNC sends an electronic file containing sales information for the previous month. Knowing that the Agent's confidence in a system that is 100% reliable and transparent is absolutely vital and a primary function of being an Agency..."to make sure the Agents are paid correctly is everything" says Scott Ashcraft.

Their commission plan is a complicated matrix of Annualized and NonAnnualized split between the Agent, the Agency and sometimes a Sub Agent. The Agency is paid Annualized but pays commissions as "As Earned".

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The Agency saves the annualized commission and pays out over a period of 12 months. Calculation of the commissions in Excel was easy until it was time to calculate the Annualized portion. This was beyond the scope of Excel.

Scott was looking for a solution that would handle this complex calculation and save him time, effort and most importantly, 100% reliable. After a comprehensive search, he found QCommission. During the initial discussion, it was very clear to him that his problem could be solved by QCommission.

The QCommission implementation team engaged with Scott to setup the system. They were able to import the file he received from BCBS directly to QCommission and setup necessary rules to calculate commissions. The data import was achieved using the QXChange data integration tool which is included in the QCommission package. Scott was able to verify the accuracy of all calculations and after training he was able to complete the commission calculation within minutes.

Now Scott's effort to calculate commission takes less than half an hour a month. Commissions are accurate and predictable and the agents are happy with the detailed commission statements they receive every month.

"Looking back, I am very happy I chose QCommission to solve my commission needs" said Scott.

About 1-800-NewHealth

NC Healthcare Coverage

Health Plans of North Carolina (aka 1-800 New Health) is an independent authorized agency licensed to sell and promote products from Blue Cross and Blue Shield of North Carolina (BCBSNC). HPNC is a trusted online source for researching, comparing and purchasing individual and family health insurance. HPNC was started by two brothers, Blair and Scott Ashcraft, as a new consumer tool to help people know their choices and navigate through the decision-making process of buying the right health insurance protection.

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Carrier Commission Reconciliation Report

Payee ID	Payee Name	Fiscal Year	Period	Plan ID	Transaction ID	Plan Type	Product	Customer
Albert Rep	Albert Rep	2017		1 - QMS Agent Plan	CF0001	Credentialed Fee	MAPD	10-02-0106A
Albert Rep	Albert Rep	2017		1 - QMS Agent Plan	P0002	Payments	MAPD	10-02-0106A
Albert Rep	Albert Rep	2017		1 - QMS Agent Plan	P0001	Payments	MAPD	10-02-0106A
Albert Rep	Albert Rep	2017		1 - QMS Agent Plan	P0003	Disenrollment	MAPD	10-02-0106A
Andy Rep	Andy Rep	2017		1 - Agent Commission plan	M0001	Payments	MAPD	10-02-0106A
Andy Rep	Andy Rep	2017		1 - Agent Commission plan	M0002	Payments	MAPD	10-02-0106A
Andy Rep	Andy Rep	2017		1 - Agent Commission plan	M0003	Payments	MAPD	10-02-0106A
John Rep	John Rep	2017		1 - Agent Commission plan	M0001	Chargeback	MAPD	10-02-0106A
John Rep	John Rep	2017		1 - Individual/Group Commission Plan	10300400	Payments	Small Plan	10-02-0102A
John Rep	John Rep	2017		1 - Individual/Group Commission Plan	77540231	Payments	Large Plan	10-02-0103A
John Rep	John Rep	2017		1 - Individual/Group Commission Plan	548482	Payments	PPO	10-02-0103A
John Rep	John Rep	2017		1 - Individual/Group Commission Plan	548464	Payments	HMO	10-02-0102A
Robert Rep	Robert Rep	2017		1 - Field Marketing Organization Plan	P0001	Payments	MAPD	10-02-0106A
Robert Rep	Robert Rep	2017		1 - Field Marketing Organization Plan	P0002	Payments	MAPD	10-02-0106A
Smith Rep	Smith Rep	2017		1 - Agent Plan with PUPM	S0001	Payments	MAPD	10-02-0102A
Smith Rep	Smith Rep	2017		1 - Agent Plan with PUPM	S0002	Payments	MAPD	10-02-0106A

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Zenith Insurance Services, Inc - Sales Commission Statement

QCommission

Payee ID : Andy Rep
 Payee Name : Andy Rep
 Territory ID : Texas
 Currency : USD

Plan ID : Agent Commission plan
 Period : 1[1/1/2017 - 1/31/2017]
 Position : Agent
 Fiscal Year : 2017

Gross Pay Amt : 0.00
 Balance : 0.00
 Dnm/Adj Adjustment : 0.00
 Cap Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Payor : 0.00
 Recovery From Payor : 0.00
 Net Pay Amt : 0.00

Txn	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
30001-2	1/1/2017	Commission Chargeback	10-02-0106A	MAPD	1.00	0.00	0.00	0.00	0.00	0.00	0.00
Incentive ID : Commission Chargeback Goal Amt : 0 Cumulative Attainment : 0.00											
Total : 1.00 0.00 0.00 0.00 0.00 0.00 0.00											

Payee Ranking by Attainment Percent

Payee ID	Payee Name	Fiscal Year	Period	Territory ID	Performance Category	Attainment	Attainment Percent	Goal Amount	Currency
Job Category : Agent									
Albert Rep	Albert Rep	2017	1	Anderson County		423.00	0.00	0.00	USD
Andy Rep	Andy Rep	2017	1	Texas		847.83	0.00	0.00	USD
John Rep	John Rep	2017	1	Bastrop County		26060.00	0.00	0.00	USD
Smith Rep	Smith Rep	2017	1	Aransas County		0.00	0.00	0.00	USD
Job Category : FMO									
Robert Rep	Robert Rep	2017	1	Texas		0.00	0.00	0.00	USD

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