QCommission

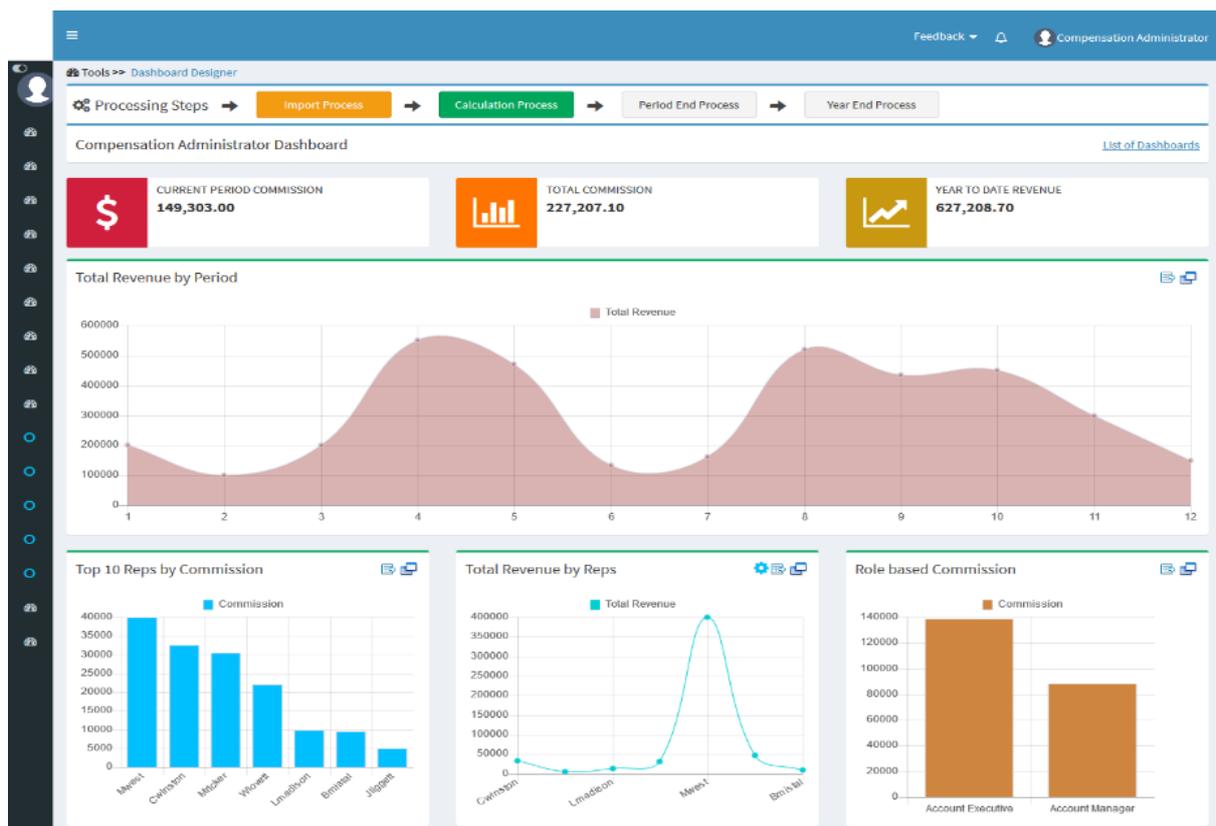## Pay People Properly

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.

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 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.

Early Growth Financial Services Simplifies Sales Commissions with the Help of QCommission

Customer Profile

Early Growth Financial Services was founded in 2008 by its CEO, David Ehrenberg when he couldn't find the accounting and financial consulting services that he needed when he was still working in early stage companies.

EGFS' team of finance and tax professionals help alleviate the headaches that come with trying to run a company still its early stages.

With dedication to their craft and their commitment to providing only top-notch service to their clients and partners, they have successfully established themselves as one of the best in their field.

The Challenge

With sales commissions being processed twice a month for 50 sales reps and their CFO, the processing of commissions every pay period took a good 5 to 6 hours. The volume alone made it very difficult to make sure that everyone was being paid correctly.

EGFS Account Manager, Jeanine Goeken, shared her dilemma, "[It was} very hard to make sure everyone is getting paid properly, because of the volume of data for every pay period."

They decided it was time to look for a solution.

The Solution

After looking through various options, they found one that could integrate with QuickBooks Desktop – QCommission! It appeared that they have found the software that they needed at a price level that made sense.

After a need's analysis and demo, the EGFS team decided that QCommission was indeed what they needed. Their commission processing is now a whole lot easier to handle.

Quote

"Prabhu Babu with QCommission is fantastic. He implemented our commission platform in a timely manner and is always responsive and very knowledgeable and courteous!"

- **Jeanine Goeken**, Account Manager

  Early Growth Financial Services.

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.

QCommission
Pay People Properly

Company : **Office Building Solutions Inc.**

QCommission

Payment by Transaction ID

Transaction ID	: AA001											Fiscal Year	: 2006	
Customer ID	: Crossroads Properties													
Transaction Type	: Invoice													

Txn Eff Date	Period	Txn Line	Txn Line Type	Product ID	Sales Amt	Qty	Credit Amt	Attainment	Attain Percent	Payout Period	Payout Rate	GoalAmt	PayeeId	Incentive Id	Payout Amt
							Total Credit Amt			112,000.00					
1/1/2006	1	1	Standard	Cisco Router	50,000.00	20.00	50,000.00	50,000.00	0.00	1	1.00	.00	Jsmith	Sales Manager Override	500.00
1/1/2006	1	1	Standard	Cisco Router	50,000.00	20.00	30,000.00	30,000.00	0.00	1	8.00	.00	Aroderick	Product Gross Profit Commission	2,400.00
1/1/2006	1	2	Standard	McAfee Firewall	20,000.00	5.00	20,000.00	20,000.00	0.00	1	1.00	.00	Jsmith	Sales Manager Override	200.00
1/1/2006	1	2	Standard	McAfee Firewall	20,000.00	5.00	12,000.00	12,000.00	0.00	1	8.00	.00	Aroderick	Product Gross Profit Commission	960.00
			Total :		140,000.00	50.00	112,000.00	112,000.00							4,060.00

Date : 8/23/2007

Page 1 of 1

Company : **Office Building Solutions Inc.**

QCommission

Payee Ranking By Attainment

Prod.Category	: Product Gross Profit						Fiscal Year	: 2006
Period	: 1							

Payee Id	Payee Name	Qual Amt	Attainment	Ranking	Job Category	Territory ID
Bmasters	Beth Masters	.00	66,000.00	1	Sales Rep	West Office
Aroderick	AJ Roderick	.00	42,000.00	2	Sales Rep	West Office