



QCommission

Pay People Properly

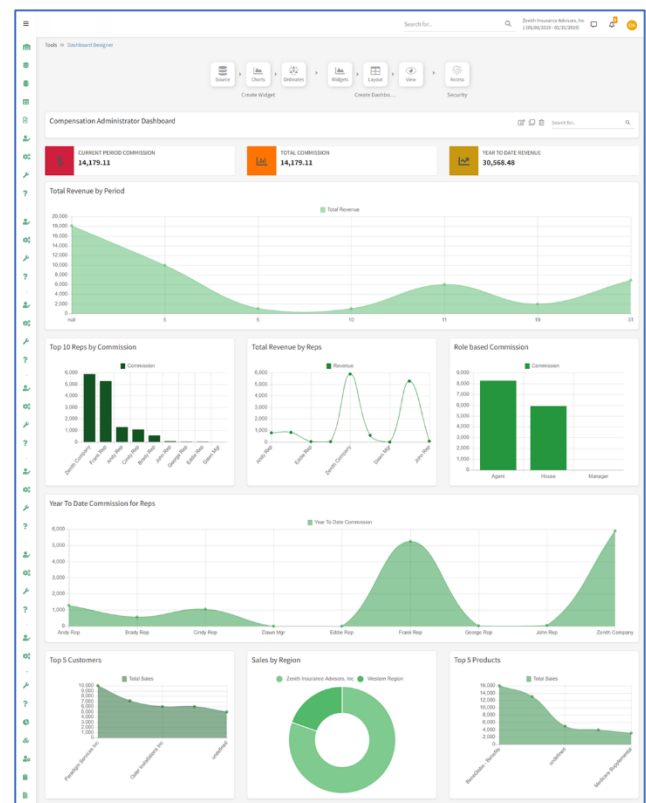
www.qcommission.com

QCommission allows you to efficiently compute commission, draw, and bonuses. It also enables you to verify the results and share this information with your account executives, recruiters, consultants, and managers. By presenting commission details clearly, your staff will have a thorough understanding of their payments and the reasons behind them. Relying on Excel and manual calculations can introduce numerous errors, leading to a loss of trust from your staff. QCommission can prevent such issues by consistently and accurately calculating all commissions.

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 commissions for various departments such as Mortgage, Retail, Wealth Management and Credit.
- Pay commission by various types of services such as new accounts, asset under management, etc.
- Calculate commissions-based on sales revenue or profit
- Pay commissions one-time or recurring
- 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 Vice Presidents
- 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.
- 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 files, and delimited format files. QCommission can process some PDF format files too. QCommission can also operate stand-alone.

- Import data from Sales/Accounting systems including new accounts, renewals, fees, Payees, Customers and Products.
- Import from Byte files, Calyx Point files, Excel, and fixed or text-delimited files.
- Restrict Transaction import using a date range.
- Export Commissions directly back to Accounts Payable or Payroll
- Export data to Excel, and fixed or text-delimited file formats.

Plan Setup

- The QCommission Plan describes an individual's sales commission plan in detail.
- Calculate payouts weekly, bi-weekly, monthly, bi-monthly, quarterly etc.
- Have multiple commissions and bonuses per plan
- Create unique plans for every payee.
- Share plan calculations among payees.

Reporting

- 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.

Txn	Date	Type	Paid Date	Customer	Product ID	Qty	Sales Amount	Credit Amount	Comm Rate	Paid Amount																												
<div style="text-align: right;"> Page 1 of 1 <input type="text"/> Go! PDF Export Details </div> <h3>Zenith Banking Solutions, Inc. - Sales Commission Statement</h3> <div style="text-align: right; border: 1px solid green; padding: 5px; display: inline-block;"> QCommission </div> <table style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 30%;">Payee ID : Brenda Rep</td> <td style="width: 30%;">Plan ID : Teller Referral Commission</td> <td style="width: 20%;">Gross Payout Amt : 160.00</td> <td style="width: 20%;">Balance</td> </tr> <tr> <td>Payee Name : Brenda Rep</td> <td>Period : 1 [1/1/2019 - 1/31/2019]</td> <td>Draw/Adv Adjustment : 0.00</td> <td>0.00</td> </tr> <tr> <td>Territory ID : 1012</td> <td>Position : Teller</td> <td>Cap Adjustment : 0.00</td> <td>0.00</td> </tr> <tr> <td>Currency : USD</td> <td>Fiscal Year : 2016</td> <td>Minimum Pay Adjustment : 0.00</td> <td></td> </tr> <tr> <td></td> <td></td> <td>Other Adjustment : 0.00</td> <td></td> </tr> <tr> <td></td> <td></td> <td>Adjustment To Payout : 0.00</td> <td></td> </tr> <tr> <td></td> <td></td> <td>Recovery From Payout : 0.00</td> <td>Net Payout Amt : <input type="text" value="160.00"/></td> </tr> </table>											Payee ID : Brenda Rep	Plan ID : Teller Referral Commission	Gross Payout Amt : 160.00	Balance	Payee Name : Brenda Rep	Period : 1 [1/1/2019 - 1/31/2019]	Draw/Adv Adjustment : 0.00	0.00	Territory ID : 1012	Position : Teller	Cap Adjustment : 0.00	0.00	Currency : USD	Fiscal Year : 2016	Minimum Pay Adjustment : 0.00				Other Adjustment : 0.00				Adjustment To Payout : 0.00				Recovery From Payout : 0.00	Net Payout Amt : <input type="text" value="160.00"/>
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Incentive ID : NPS Incentive						Goal Amt : 0.00																																
AA05 - 1	1/31/2016	NPS		Ellen, Adams	NPS	8.5	600.00	600.00	100.00	100.00																												
Total (USD) :						8.5	600.00	600.00		100.00																												
Incentive ID : Referral Commission						Goal Amt : 0.00																																
AA01 - 1	1/31/2016	New Account		Allen, Mathew	Checking Account	0	500.00	500.00	10.00	10.00																												
AA02 - 1	1/31/2016	New Account		Bryan, Parker	Savings Account	0	750.00	750.00	20.00	20.00																												
AA03 - 1	1/31/2016	New Account		Chile, Palmer	CDF Account	0	1,000.00	1,000.00	30.00	30.00																												
Total (USD) :						0	2,250.00	2,250.00		60.00																												

Report Designer - View

Open Transactions with Zero Quantity

Zenith Banking Solutions, Inc.

TRANSACTION ID	TRANSACTION EFF DATE	TRANSACTION TYPE	PRODUCT	CUSTOMER	SALES AMOUNT
A400-1	1/31/2016	New Account	Checking Account	Allen, Matthew	500.00
A400-1	1/31/2016	New Account	Savings Account	Bryan, Parker	750.00
A400-1	1/31/2016	New Account	CDF Account	Chile, Palmer	1,000.00
CC00-1	1/31/2016	Lending	Auto Lending	Ken, Peter	20,000.00
DD00-1	1/31/2016	Profitability	Mutual Funds	Ellen, Adams	100.00
DD00-1	1/28/2016	Profitability	Savings Account	Bryan, Parker	1,500,000.00
EE00-1	1/31/2016	Loan	FHA	Chile, Palmer	100,000.00
EE00-1	1/31/2016	Loan	VA	Bryan, Parker	200,000.00
FF00-1	1/31/2016	Deposit	Investment Management	Ellen, Adams	500,000.00
FF00-1	1/31/2016	Deposit	Accounts	Chile, Palmer	1,000,000.00
KK00-1	1/20/2016	Deposit	Investment Management	Ellen, Adams	2,800,000.00
KK00-1	1/10/2016	Loan	Investment Management	Ken, Peter	3,000,000.00

No additional records available.

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9,122,350.00

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List of Payee

Zenith Banking Solutions, Inc.

PAYEE ID	PAYEE NAME	PAYEE TYPE	JOB CATEGORY	MANAGER ID	IS ELIGIBLE
Andy Rep	Andy Rep	Sales Rep	New Accounts Manager		True
Brenda Rep	Brenda Rep	Sales Rep	Teller		True
Charles Rep	Charles Rep	Sales Rep	Branch Manager		True
Diana Rep	Diana Rep	Sales Rep	Lending Manager		True
Edna Rep	Edna Rep	Sales Rep	Mortgage Loan Officer		True
Kevin Rep	Kevin Rep	Sales Rep	Teller		True
Robin Rep	Robin Rep	Sales Rep	Client Manager		True

No additional records available.

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Year to Date Commission Payout

Enter parameter values

Zenith Banking Solutions, Inc.

FISCAL YEAR	PERIOD	PAYEE NAME	PAYEE JOB CATEGORY	CREDIT AMT	CALC PAYOUT AMT	CURRENCY
2016		Andy Rep	New Accounts Manager	2,250.00	225.00	USD
No additional records available.				2,250.00	225.00	
2016		Brenda Rep	Teller	2,850.00	160.00	USD
No additional records available.				2,850.00	160.00	
2016		Charles Rep	Branch Manager	4,800,000.00	8,300.00	USD
No additional records available.				4,800,000.00	8,300.00	
2016		Diana Rep	Lending Manager	20,000.00	51.50	USD
No additional records available.				20,000.00	51.50	
2016		Edna Rep	Mortgage Loan Officer	600,000.00	2,070.00	USD
No additional records available.				600,000.00	2,070.00	
2016		Kevin Rep	Teller	5,900,000.00	2,850.05	USD
No additional records available.				5,900,000.00	2,850.05	
2016		Robin Rep	Client Manager	1,500,000.00	1,050.00	USD
No additional records available.				1,500,000.00	1,050.00	
No additional groups available.				12,126,300.00	14,736.55	

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