

QCommission

Pay People Properly

Banking

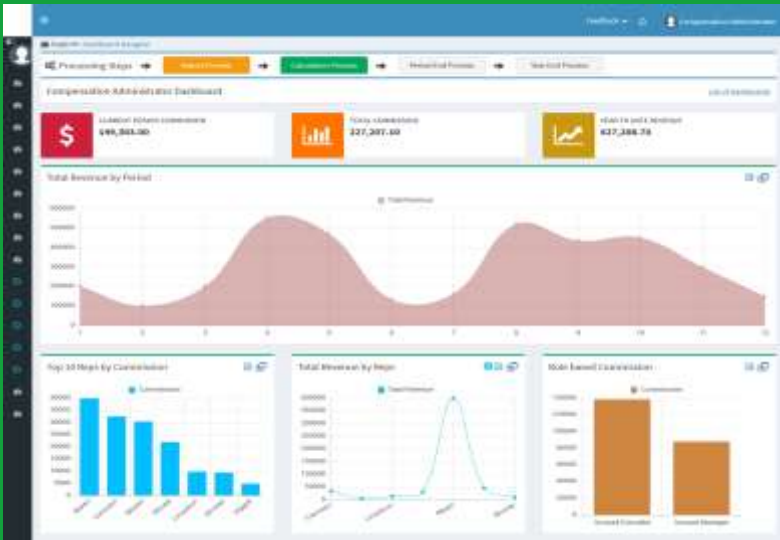
www.qcommission.com

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 Sales/Accounting Systems including Invoices, Expenses, 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.

Zenith Banking Solutions, Inc. - Sales Commission Statement

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Plan ID: 1001 | Plan Name: 1001 | Period: 1/1/2016 - 1/31/2016 | Position: Teller | Fiscal Year: 2016

Payee ID: AA01-1 | Payee Name: Aline, Malberry | Branch Exp: 1012 | Currency: USD

Commission Type: Referral Commission | Product ID: 300

Customer: Elias, Adams | Address: 3078

Commission Details:

Transaction ID	Date	Type	Field	Customer	Product ID	Qty	Sale Amount	Credit Amount	Comm. Rate	Paid Amount
AA01-1	1/31/2016	New Account	Checking Account		300	8.3	800.00	600.00	100.00	100.00
AA02-1	1/31/2016	New Account	Savings Account		300	0	750.00	550.00	20.00	20.00
AA03-1	1/31/2016	New Account	CDP Account		300	0	1,000.00	1,000.00	30.00	30.00
Total (USD)						8.3	600.00	600.00	100.00	100.00

Net Payable Amt: 100.00

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Open Transactions with Zero Quantity

Transaction ID	Transaction Eff Date	Transaction Type	Product	Customer	Sales Amount
A403-1	1/31/2018	New Account	Checking Account	Allen, Matthew	500
A402-1	1/31/2018	New Account	Savings Account	Bryan, Peter	750
A403-1	1/31/2018	New Account	CDT Account	Chik, Palmer	1000
CC21-1	1/31/2018	Lending	Auto Lending	Ken, Peter	20000
CC21-1	1/31/2018	Profitability	Mutual Funds	Ellen, Adams	100
CC22-1	1/31/2018	Profitability	Savings Account	Bryan, Peter	1100000
ED01-1	1/31/2018	Loan	FHA	Chik, Palmer	100000
ED02-1	1/31/2018	Loan	VA	Bryan, Peter	200000
FF31-1	1/31/2018	Deposit	Investment Management	Ellen, Adams	500000
FF31-2	1/31/2018	Deposit	accounts	Chik, Palmer	1000000

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List of Payee

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
Robin Rep	Robin Rep	Sales Rep	Client Manager		True

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Year to Date Commission Payout

Payee ID	Payee Name	Payee Job Category	Credit Amt	Call Payout Amt	Currency
2016	1 Andy Rep	New Accounts Manager	2750.00	526.00	USD
			2750.00	526.00	
2016	1 Brenda Rep	Teller	2830.00	160.00	USD
			2830.00	160.00	
2016	1 Charles Rep	Branch Manager	300000.00	800.00	USD
2016	1 Charles Rep	Branch Manager	1500000.00	6000.00	USD
			1800000.00	6800.00	
2016	1 Diana Rep	Lending Manager	20000.00	150.00	USD
			20000.00	150.00	
2016	1 Edna Rep	Mortgage Loan Officer	300000.00	1000.00	USD
			300000.00	1000.00	
2016	1 Robin Rep	Client Manager	1500000.00	1000.00	USD
			1500000.00	1000.00	
			3877500.00	8386.00	