

QCommission

Pay People Properly

Construction

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 payments 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.

Case Study

QCommission Software Helps Pearl Design Group in Automating Their Sales Commissions

Customer Profile

Pearl Design Group is an innovative kitchen and bath design company. Their designers have many years decades of experience, creating affordable and stylish kitchens and/or bath solutions for the many different customers segments. With their 54 years of knowledge and experience in the building industry, they enjoy the challenges of designing - from fully functional gourmet kitchens, entertainment areas, home offices, bars, and even the simplest of powder rooms.

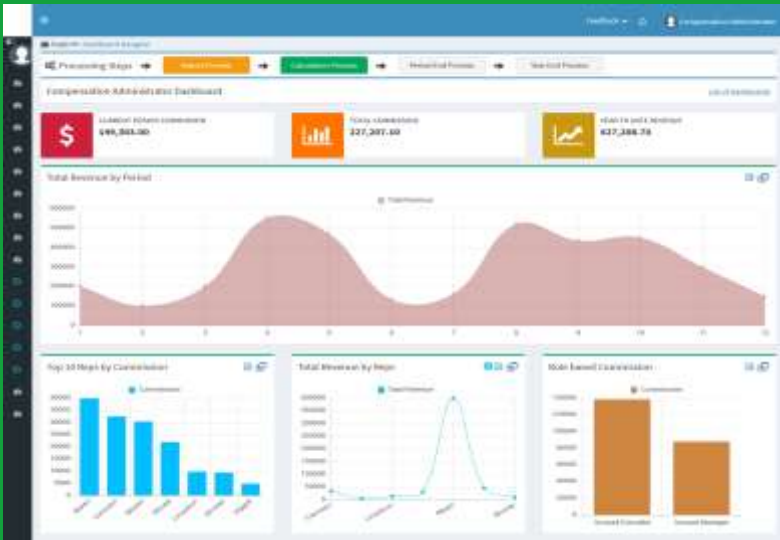
Pearl Design Group provides a wide range of services including: consultation, planning, selection assistance, estimating, field measuring, product management, and commercial customization. Their manufacturing division and partnership with the top product distributors gives customers the ability to choose the right products for their projects including: cabinets, counter tops, plumbing, appliances, and hardware. They are a unique resource, unlike any in the Chicago area.

The Problem

Pearl Design Group has a unique job profitability requirement. Sales commissions are calculated based on job profit when the income and expense transactions are paid. And they need to tie the payroll expenses given for the person when calculating final commissions.

Prior to QCommission, they were doing everything manually by exporting invoice data and cost data via job profitability reports for specific time periods, exporting payroll reports, combining and sorting all data, and formulating gross profit against actual pay. A separate spreadsheet is kept and updated as each time period is completed, allowing an account format to determine commission +/- value. For Pearl Design Group; The mechanics of this process have been a burden and time-consuming issue for many years. Always trying to be more efficient they have also tried many independent software programs with very minimal success.

Bob Carlson, General Manager at Pearl Design Group constantly researched for a solution when he found QCommission. Making an inquiry. He had a good feeling that the QCommission program was different, and immediately he chose QCommission for their business in August of 2013.



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

- 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.



The Project

The QCommission Implementation Technicians (the team) kicked off the project by conducting an in-depth discovery meeting. The primary objective of connecting to QuickBooks to bring in fully paid invoices, bills, credit memos, customers, customer jobs, and other related data were easily done using the standard integration function present in QCommission. The team then configured necessary sales compensation plans to automate all aspects of the sales commission process.

To calculate the job profit, QCommission options were set to pick up costs as well from QuickBooks by matching the customer job number. In addition, the team also handled the payroll expense transaction associated with payees. The team configured plans and validated the output for a pay period to ensure that QCommission was calculating commissions accurately. An additional requirement was for the software to configure the commission statement template to show the current period commissions and accrued commission totals.

The Implementation team then trained Bob to use the software effectively. Bob was able to use the solution with little support after the go-live. QCommission has been used by Pearl Design Group since December of 2013. They have been a client for more than 2 years now.

Bob Carlson, Pearl Design Group's General Manager, noted QCommission as "A huge leap forward". He further added, "Our Company uses a highre breed version of Quick Books. And though the makers of QuickBooks (Intuit) have created a formidable all around business software, they have not been able to create a commission add-on to their package. This has been an issue for many years, and we have tried many independent software programs with very minimal success. A few years back our accountant mentioned a program called QCommission by CellarStone. I did a little research, made an inquiry, and I had a good feeling that this program was different, and I immediately felt a very professional relation with their support team. QCommission was the answer to our problems, and it continues to be a seamless and outstanding third-party software to Quick Books. The very best part is when I have a question, request, or need the support team is always ready to assist, and always fulfill my needs! I completely trust this company and their products, and I highly recommend them."

Quote:

"Just what we needed."

"Our company uses a high breed version of Quick Books. And though the makers of Quick Books (Intuit) have created a formidable all around business software, they have not been able to create a commission add-on to their package. This has been an issue for many years, and we have tried many independent software programs with very minimal success. A few years back our accountant mentioned a program called QCommission by CellarStone. I did a little research, made an inquiry, and I had a good feeling that this program was different, and I immediately felt a very professional relation with their support team. QCommission was the answer to our problems, and it continues to be a seamless and outstanding third party software to Quick Books. The very best part is when I have a question, request, or need the support team is always ready to assist, and always fulfill my needs! I completely trust this company and their products, and I highly recommend them."

Bob Carlson, General Manager, Pearl Design Group

Payee ID	Name	Title	Status	Commission Rate	Commission Amount	Total Sales
1001	Bob Carlson	General Manager	Active	10.00%	100.00	1,000.00

Construction Solar, Inc. - Sales Commission Statement

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Plan ID : Connor Williams | Gross Payable Amt : 12,774.12 | Balance : 0.00
 Payee Name : Connor Williams | Period : 1/1/2016 - 1/14/2016 | Draw Adj. Adjustment : 0.00
 Territory ID : USA | Position : Clear | Cap. Adjustment : 0.00
 Currency : USD | Fiscal Year : 2016 | Minimum Pay Adjustment : 0.00
 Other Adjustments : 0.00
 Adjustment To Payor : 0.00
 Recovery From Payor : 0.00 | Net Payable Amt : 12,774.12

Inv#	Date	Type	Fiscal Date	Customer	Product ID	Rate	Commission Rate	Gross Profit	Sales Amount	Commission Rate	Commission Amount	Cap. Amount	Final Amount			
Inv#s ID : Clear Commission																
P-20209-16-1	1/14/2016	Service	1/14/2016	Alta Onkhill	Central	7.41	300.00	20,640.00	20,640.00	3.71	300.00	1,111.50	3,111.50			
P-20209-16-1	1/14/2016	Service	1/14/2016	Karna Marade	Central	3.42	300.00	12,340.00	12,340.00	1.71	300.00	511.50	511.50			
P-20209-16-1	1/14/2016	Service	1/14/2016	Karna Marade	Central	3.42	300.00	12,340.00	12,340.00	1.71	300.00	511.50	511.50			
P-20209-16-1	1/14/2016	Service	1/14/2016	Gregory Cummins	Central	8.55	300.00	20,480.00	20,480.00	3.28	300.00	884.00	884.00			
P-20209-16-1	1/14/2016	Service	1/14/2016	Andrew Alize	Central	4.31	300.00	21,160.00	21,160.00	2.43	300.00	727.50	727.50			
P-20209-16-1	1/14/2016	Service	1/14/2016	Andrew Alize	Central	4.31	300.00	21,160.00	21,160.00	2.43	300.00	727.50	727.50			
Total :											30.11	113,134.00	113,134.00	31.27	4,278.50	118,412.50
Inv#s ID : Clear Commission																
P-20209-16-1	1/14/2016	Service	1/14/2016	Alta Onkhill	Central	7.41	300.00	20,640.00	20,640.00	3.71	300.00	1,111.50	3,111.50			
P-20209-16-1	1/14/2016	Service	1/14/2016	Gregory Cummins	Central	8.55	300.00	20,480.00	20,480.00	3.28	300.00	884.00	884.00			
Total :											15.97	58,120.00	58,120.00	6.99	2,024.50	56,095.50
Inv#s ID : Pending Commission																
P-20209-16-1	1/14/2016	Service	1/14/2016	Alta Onkhill	Central	7.41	300.00	20,640.00	20,640.00	7.41	288.9991	2,124.64	2,124.64			
P-20209-16-1	1/14/2016	Service	1/14/2016	Karna Marade	Central	3.42	300.00	12,340.00	12,340.00	3.42	300.00	1,197.00	1,197.00			
Total :											10.83	32,980.00	32,980.00	10.83	3,321.64	29,658.36

Year to Date Commission Payout

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Plan ID : Eddie Rap | Effective Dating Commission Plan : 1/1/2016 - 1/14/2016 | Gross Payable Amt : 400.00 | Balance : 0.00
 Payee Name : Eddie Rap | Period : 1/1/2016 - 1/14/2016 | Draw Adj. Adjustment : 0.00
 Territory ID : USA | Position : | Cap. Adjustment : 0.00
 Currency : USD | Fiscal Year : 2016 | Minimum Pay Adjustment : 0.00
 Other Adjustments : 0.00
 Adjustment To Payor : 0.00
 Recovery From Payor : 0.00 | Net Payable Amt : 400.00

Inv#	Date	Type	Group	Customer	Product ID	Sales Amount	Commission Rate	Credit Amount	Commission Rate	Final Amount					
Inv#s ID : Effective Commission															
2001-1	1/14/2016	Invoice	Effective Dating	Gregory Cummins	Micro	300.00	30.00	500.00	20.00	300.00					
2002-1	1/14/2016	Invoice	Effective Dating	Robann Oxan	Micro	1,000.00	10.00	1,000.00	30.00	300.00					
Total :											1,300.00	1,500.00	1,500.00	40.00	400.00

Year to Date Commission Payout

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Period	Payee Name	Payee Job Category	Credit Amt	Cap. Payout Amt	Currency
2016	Connor Williams	Closer	4.14	1,244.50	USD
2016	Connor Williams	Closer	40.38	10,774.12	USD
			44.52	14,018.62	
2016	Eddie Rap		1,500.00	400.00	USD
			1,500.00	400.00	
2016	Frederik Devander	Setter (Freshman)	14.00	660.00	USD
			14.00	660.00	
2016	Robert Rask	Closer Manager	2.85	1,140.00	USD
2016	Robert Rask	Closer Manager	7.65	3,060.00	USD
			10.50	4,200.00	
			1,569.00	19,274.62	