

**QCommission**

Pay People Properly

# Construction Solar

[www.qcommission.com](http://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.

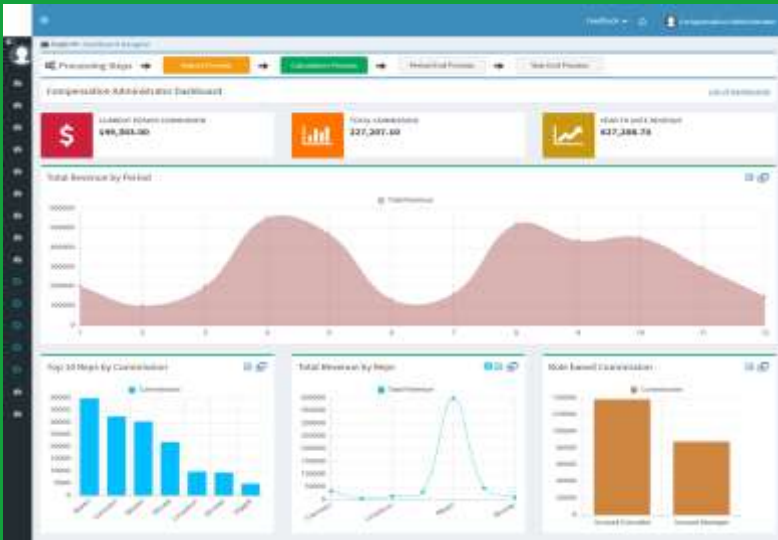
Pearl Design Group provides a wide range of services including: consultation, planning, selection assistance, estimating, field measuring, product management, and commercial customization. Their manufacturing division and partnership with the top product distributors gives customers the ability to choose 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

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.



## 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."

General Manager, Pearl Design Group.

**QCommission**  
Pay People Property

**Payee YTD Incentive Summary**

Payee ID	Payee Name	Payee Type	Commission Plan	Commission Rate	Commission Amount	Commission Type	Commission Period	Commission Total	Commission Balance
1001	Bob Carlson	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1002	John Doe	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1003	Jane Smith	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1004	Mike Johnson	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1005	Sarah Lee	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1006	David Kim	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1007	Emily White	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1008	Chris Brown	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1009	Alex Green	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1010	Olivia Black	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1011	Lucas Gray	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1012	Sophia Blue	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1013	Ethan Red	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1014	Ava Purple	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1015	Noah Yellow	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1016	Isabella Pink	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1017	Liam Orange	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1018	Mia Silver	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1019	Benjamin Gold	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1020	Charlotte Bronze	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1021	William Copper	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1022	Amelia Iron	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1023	James Steel	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1024	Harper Aluminum	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1025	Robert Zinc	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1026	Evelyn Lead	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1027	Sebastian Tin	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1028	Madison Nickel	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1029	Christopher Cobalt	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1030	Chloe Vanadium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1031	Matthew Chromium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1032	Abigail Manganese	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1033	Isaac Silicon	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1034	Grace Germanium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1035	Henry Arsenic	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1036	Skylar Selenium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1037	Johnathan Tellurium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1038	Madelyn Polonium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1039	Christopher Astatine	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1040	Isabella Francium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1041	Matthew Actinium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1042	Abigail Thorium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1043	Isaac Protactinium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1044	Grace Uranium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1045	Henry Neptunium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1046	Skylar Plutonium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1047	Johnathan Americium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1048	Madelyn Curium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1049	Christopher Berkelium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1050	Isabella Californium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1051	Matthew Einsteinium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1052	Abigail Fermium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1053	Isaac Mendelevium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1054	Grace Nobelium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1055	Henry Lawrencium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1056	Skylar Rutherfordium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1057	Johnathan Dubnium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1058	Madelyn Seaborgium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1059	Christopher Bohrium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1060	Isabella Hassium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1061	Matthew Meitnerium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1062	Abigail Darmstadtium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1063	Isaac Tennessine	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1064	Grace Oganesson	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1065	Henry Copernicium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1066	Skylar Nihonium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1067	Johnathan Flerovium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1068	Madelyn Livermorium	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1069	Christopher Tennessine	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00
1070	Isabella Oganesson	Commission	Commission Plan	1.00%	1,000.00	Commission	1/1/13	1,000.00	1,000.00

### Construction Solar, Inc. - Sales Commission Statement

Payee ID : Connor Williams  
 Payee Name : Connor Williams  
 Territory ID : USA  
 Currency : USD  
 Commission Rate : 13.00  
 Gross Payable Amt : 11,774.12  
 Draw (Adj) Adjustment : 0.00  
 Cap Adjustment : 0.00  
 Minimum Pay Adjustment : 0.00  
 Other Adjustment : 0.00  
 Adjustment To Payee : 0.00  
 Recovery From Payee : 0.00  
**Net Payable Amt : 11,774.12**

Tab	Date	Type	Prod Date	Customer	Product ID	Rate Approval	Sales Amount	Gross Profit	Credit Amount	Commission Rate	Commission Amount	Commission	Net Payable
<b>Territory ID : Connor Williams</b>													
P-2018-18-1	1/14/2018	Invoice	1/14/2018	Alma Goodhill	Control	7-41	29,640.00	29,640.00	3.71	999.88	1,133.58	1,133.58	
P-2018-18-1	1/14/2018	Invoice	1/14/2018	Karen Marshall	Control	5-42	11,948.00	11,948.00	3.71	300.00	441.00	441.00	
P-2018-18-1	1/14/2018	Invoice	1/14/2018	Karen Marshall	Control	5-42	11,948.00	11,948.00	3.71	300.00	441.00	441.00	
P-2018-18-1	1/14/2018	Invoice	1/14/2018	Gregory Charabot	Control	6-39	29,491.00	29,491.00	3.28	959.00	1,104.00	1,104.00	
P-2018-18-1	1/14/2018	Invoice	1/14/2018	Andrew Adams	Control	4-81	21,480.00	21,480.00	2-41	300.00	372.00	372.00	
P-2018-18-1	1/14/2018	Invoice	1/14/2018	Andrew Adams	Control	4-81	21,480.00	21,480.00	2-41	300.00	372.00	372.00	
<b>Total :</b>							131,594.00	131,594.00	13.37	4,774.56	5,558.58	5,558.58	
<b>Territory ID : Karen Marshall</b>													
P-2018-18-1	1/14/2018	Invoice	1/14/2018	Alma Goodhill	Control	7-41	29,640.00	29,640.00	3.71	999.88	1,133.58	1,133.58	
P-2018-18-1	1/14/2018	Invoice	1/14/2018	Gregory Charabot	Control	6-39	29,491.00	29,491.00	3.28	959.00	1,104.00	1,104.00	
<b>Total :</b>							59,131.00	59,131.00	6.99	2,092.50	2,092.50	2,092.50	
<b>Territory ID : Gregory Charabot</b>													
P-2018-18-1	1/14/2018	Invoice	1/14/2018	Alma Goodhill	Control	7-41	29,640.00	29,640.00	3.71	999.88	1,133.58	1,133.58	
P-2018-18-1	1/14/2018	Invoice	1/14/2018	Karen Marshall	Control	5-42	11,948.00	11,948.00	3.42	350.00	1,197.00	1,197.00	
<b>Total :</b>							41,588.00	41,588.00	3.56	1,349.58	1,349.58	1,349.58	

### Year to Date Commission Payout

Payee ID	Payee Name	Payee Job Category	Commission Rate	Commission Amount	Commission	Net Payable
2070	Connor Williams	Close	4.14	1,243.00 USD	1,243.00	1,243.00
2070	Connor Williams	Close	40.26	12,774.12 USD	12,774.12	12,774.12
2070	Eddie Rip	Edie Rip	44.56	14,914.42	14,914.42	14,914.42
2070	Edie Rip	Edie Rip	1,500.00	400.00 USD	400.00	400.00
2070	Frederik Overzier	Frederik Overzier	14.00	995.00 USD	995.00	995.00
2070	Robert Rask	Robert Rask	2.15	1,140.00 USD	1,140.00	1,140.00
2070	Robert Rask	Robert Rask	7.65	3,000.00 USD	3,000.00	3,000.00
2070	Robert Rask	Robert Rask	10.00	4,200.00	4,200.00	4,200.00
<b>Total :</b>				<b>1,500.00</b>	<b>15,274.42</b>	<b>15,274.42</b>

### Construction Solar, Inc. - Sales Commission Statement

Payee ID : Eddie Rip  
 Payee Name : Eddie Rip  
 Territory ID : USA  
 Currency : USD  
 Commission Rate : 13.00  
 Gross Payable Amt : 40.00  
 Draw (Adj) Adjustment : 0.00  
 Cap Adjustment : 0.00  
 Minimum Pay Adjustment : 0.00  
 Other Adjustment : 0.00  
 Adjustment To Payee : 0.00  
 Recovery From Payee : 0.00  
**Net Payable Amt : 40.00**

Tab	Date	Type	Prod Date	Customer	Product ID	Sales Amount	Gross Profit	Credit Amount	Commission Rate	Commission Amount	Commission	Net Payable
<b>Territory ID : Eddie Rip</b>												
E01-1	1/14/2018	Invoice	Effective Dating	Gregory Charabot	Edie Rip	300.00	300.00	0.00	0.00	0.00	0.00	0.00
E02-1	1/14/2018	Invoice	Effective Dating	Karen Marshall	Edie Rip	1,000.00	1,000.00	0.00	0.00	0.00	0.00	0.00
<b>Total :</b>							1,300.00	1,300.00	0.00	0.00	0.00	0.00