



QCommission

Pay People Properly

www.qcommission.com

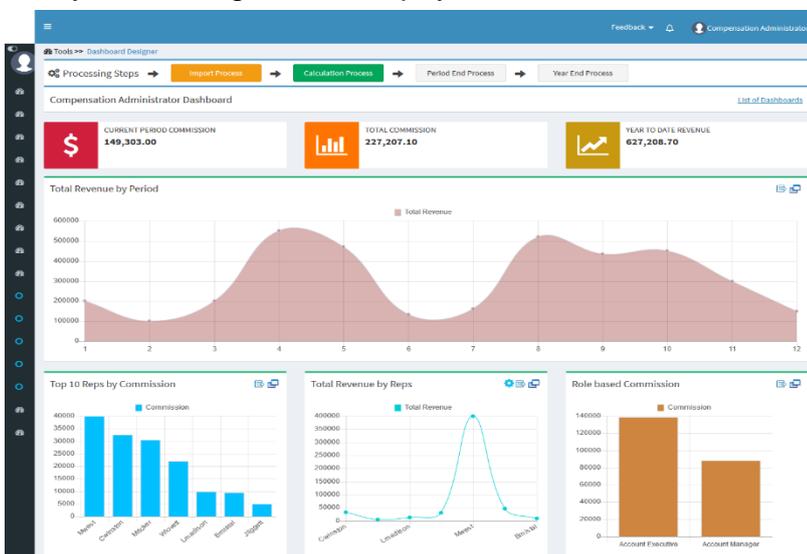
Overview

QCommission enables you to quickly calculate sales commissions, verify results, and distribute this information to your Sales Reps, Project Development Reps, & Installation Reps. You can present the commission information in such a way that the salespeople clearly understand 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 salespeople to lose trust in you. QCommission can help prevent 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 commissions for Sales Rep, Project Development Reps & Installation Reps.
- 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 commissions based on revenue or quantity such as Kwh
- Pay commissions as percentage, flat amount, tier rates
- Calculate incentives weekly, bi-weekly, monthly, and other Chargeback commissions for cancelled contracts.
- Pay overrides to managers and principals
- Deduct service fees prior to calculating commissions
- Pay referral commissions
- 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 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.

Year to Date Commission Payout						
Fiscal Year	Period/Payee ID	Payee Name	Payee Job Category	Credit Amt	Cash Payout Amt	Currency
2016	1 Connor Williams	Connor Williams	Clear	4.14	1,240.50 USD	
	1 Connor Williams	Connor Williams	Clear	40.38	12,774.12 USD	
	Edelle Rep	Edelle Rep		44.50	14,014.62	
2016	1 Eddie Rep	Eddie Rep		1,500.00	400.00 USD	
	1 Fredrick Devantier	Fredrick Devantier	Saler (Resman)	14.00	660.00 USD	
2016	1 Robert Risk	Robert Risk	Clear/Manager	2.85	1,140.00 USD	
	1 Robert Risk	Robert Risk	Clear/Manager	7.65	3,000.00 USD	
				10.50	4,200.00	
				1,560.00	19,274.62	

Item	Date	Type	Group	Customer	Product ID	Sale Amount	Credit Amount	Commission Rate	Ref Amount																																								
Construction Solar, Inc. - Sales Commission Statement																																																	
Payee ID	Eddie Rep																																																
Payee Name	Eddie Rep																																																
Territory ID	USA																																																
Currency	USD																																																
Plan ID	Effective Dating Commission Plan																																																
Period	1/1/2016 - 1/4/2016																																																
Position																																																	
Fiscal Year	2016																																																
Balance	400.00																																																
Gross Pay Amt	400.00																																																
Draw Adj Adjustment	0.00																																																
Cap Adjustment	0.00																																																
Minimum Pay Adjustment	0.00																																																
Other Adjustment	0.00																																																
Adjustment To Paymt	0.00																																																
Recovery From Paymt	0.00																																																
Net Pay Amt	400.00																																																
Comments	<table border="1"> <thead> <tr> <th>Invoice ID</th> <th>Effective Commission</th> <th>Invoice</th> <th>Effective Dating</th> <th>Gregory Clemons</th> <th>Micro</th> <th>500.00</th> <th>500.00</th> <th>20.00</th> <th>100.00</th> </tr> </thead> <tbody> <tr> <td>E001-1</td> <td></td> <td>1/14/2016</td> <td>Invoice</td> <td>Effective Dating</td> <td>Gregory Clemons</td> <td>Micro</td> <td>500.00</td> <td>500.00</td> <td>20.00</td> </tr> <tr> <td>E002-1</td> <td></td> <td>1/14/2016</td> <td>Invoice</td> <td>Effective Dating</td> <td>Robbiam Oram</td> <td>Micro</td> <td>1,000.00</td> <td>1,000.00</td> <td>30.00</td> </tr> <tr> <td colspan="6"></td> <td>Total</td> <td>1,500.00</td> <td>1,500.00</td> <td>400.00</td> </tr> </tbody> </table>									Invoice ID	Effective Commission	Invoice	Effective Dating	Gregory Clemons	Micro	500.00	500.00	20.00	100.00	E001-1		1/14/2016	Invoice	Effective Dating	Gregory Clemons	Micro	500.00	500.00	20.00	E002-1		1/14/2016	Invoice	Effective Dating	Robbiam Oram	Micro	1,000.00	1,000.00	30.00							Total	1,500.00	1,500.00	400.00
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Export Details

Construction Solar, Inc. - Sales Commission Statement

Payee ID : Connor Williams
 Payee Name : Connor Williams
 Territory ID : USA
 Currency : USD

Plan ID : Close Commission Plan
 Period : 1/1/2016 - 1/14/2016
 Position : Closer
 Fiscal Year : 2016

Gross Pay Amt : 12,774.12
 Draw/Adj Adjustment : 0.00
 Cap Adjustment : 0.00
 Minimum Pay Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Pay : 0.00
 Recovery From Pay : 0.00
 Net Pay Amt : 12,774.12

Balance : 0.00

Tax	Date	Type	Customer	Product ID	Run Appoin	Sales Amount	Gross Profit	Credit Amount	Comm Rate	Calc Amount	Paid Amount
Incentive ID : Close Commission											
				Event	Invoice						
P-20196516-1	1/14/2016	Invoice	Alina Ghedall	Central	7.41	29,640.00	29,640.00	3.71	300.00	1,111.50	1,111.50
P-20213116-1	1/14/2016	Invoice	Karen Marshall	Central	3.42	15,048.00	15,048.00	1.71	300.00	513.00	513.00
P-20213116-1	1/14/2016	Invoice	Karen Marshall	Central	3.42	15,048.00	15,048.00	1.71	300.00	513.00	513.00
P-20285116-1	1/14/2016	Invoice	Gregory Clements	Central	6.56	29,498.00	29,498.00	3.28	300.00	984.00	984.00
P-20232516-1	1/14/2016	Invoice	Adriene Adair	Central	4.85	21,560.00	21,560.00	2.43	300.00	727.50	727.50
P-20232516-1	1/14/2016	Invoice	Adriene Adair	Central	4.85	21,560.00	21,560.00	2.43	300.00	727.50	727.50
Total :						30.51	122,354.00	122,354.00	15.27	4,576.50	3,586.00
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P-20285116-1	1/14/2016	Invoice	Gregory Clements	Central	6.56	29,498.00	29,498.00	3.28	300.00	984.00	984.00
Total :						13.97	59,138.00	59,138.00	6.99	2,095.50	2,095.50
Incentive ID : Ending Commission											
				Event							
P-20196516-1	1/14/2016	Invoice	Alina Ghedall	Central	7.41	29,640.00	29,640.00	7.41	290.991	2,155.64	2,155.64
P-20213116-1	1/14/2016	Invoice	Karen Marshall	Central	3.42	15,048.00	15,048.00	3.42	350.00	1,197.00	1,197.00

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Payee YTD Incentive Summary

Payee ID	Terriory ID	Incentive ID	Plan ID	Period/Fiscal Year	Goal Amount	Attainment	Goal Amount	Attainment	Payee Amount	Total Goal Currency
ESide Reg	USA	Electronic Commission	Electronic Salary Commission Plan	12/16	0.00	1,000.00	0.00	1,000.00	400.00	0.00 USD