

The background features a large, abstract geometric shape composed of various shades of green triangles and polygons, extending from the top-left and bottom-left corners towards the center of the page.

QCommission

Pay People Properly

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.

Consulting firms typically provide contract staff and project management services. Sales revenues are typically hourly billing for service hours or fixed bid projects. Sales staff may include Account executives, Sales Managers, Project Managers and Consultants.

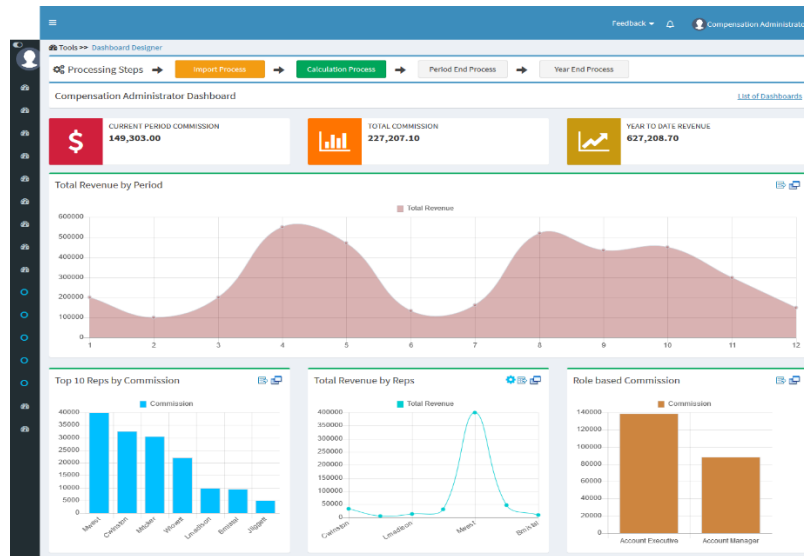
Typical commission plans for these payees may include,

- credit sales by customer, by project and by consultant
- pay different rates for different services
- pay on profitability of hourly services billed
- pay on project profitability
- split commissions between multiple participants
- pay on project deliverables

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.

- Handle hourly and project-based consulting services.
- Use Revenue based on hourly billing or fixed bid projects
- Credit sales by customer, by project and by consultant
- Pay different commission rate by payee or service
- Calculate commission on invoicing but pay commissions on payments
- Pay on revenue, project profitability or billable hours
- Split commissions between Acct Executives, Sales Managers, Project Managers and Consultants
- Calculate Gross Profit using Loaded Labor costs and Bill rates.
- Pay commissions to payees for specific customers
- Pay override to managers
- Integrate with many Accounting/ERP/CRM solutions.



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

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.

QCommission

Pay People Properly

SOLVARIA Puts an End to their Struggle with Manual Sales Commission Calculation

Customer Profile

"SOLVARIA is a boutique IT consulting firm leveraging technology experts to support the two most important pieces of your business. Your data and your people." - SOLVARIA.com

SOLVARIA specializes in database and analytics services, with core in the following software technologies: Microsoft, Oracle, and Additional Database Technologies.

SOLVARIA

The Challenge

SOLVARIA used to calculate all of their sales commissions manually using a spreadsheet every month. It took them two to four hours for data entry alone, another two to four hours for review, one to two hours for sales review, and finally, five to ten hours for error resolution alone. That's a minimum of ten hours of unnecessary and tedious work every month.

On top of that, variable and contractor rates made the entire process extremely complicated.

SOLVARIA's entire sales commission process was a headache and needed an overhaul.

The Solution

SOLVARIA's team, led by Greg Samuels, CEO, decided it was time they took back their time. It was time to automate their sales commission process.

They checked online for a sales commission solution and came across QCommission. After a needs analysis and a demo, Greg and his team decided that QCommission was a fit for their needs.

Greg Samuels had this to say about QCommission's implementation team, "[The] Implementation team was very helpful. We have discussed the requirements in couple of meetings in detail and put together a solid solution that works well for SOLVARIA. The team we worked with was very patient and cooperative."

QCommission

Pay People Properly

Reporting

SOLVARIA has been a satisfied QCommission customer for more than a year now.

Quote

"[QCommission] Makes calculating our commissions easy and saves us a lot of time each month. We are able to deliver a more timely report to our salespeople with greater accuracy and less manual intervention." - Greg Samuels, CEO.

Zenith Consulting, Inc - Sales Commission Statement									
Tax	Date	Type	Group	Customer	ProductID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments: Incentive ID : Monthly Consultant Gross Margin Commission AA01-1 : 14-2016 Invoice Financial Conversion HealthSouth HealthSouth AA01-2 : 14-2016 Invoice Financial Conversion HealthSouth HealthSouth Total : 15,000.00 6,350.00 10.00 315.00									
Comments: Incentive ID : Monthly Consultant Revenue Commission AA02-1 : 14-2016 Invoice Implementation IBM Lwaxden Consulting AA02-2 : 14-2016 Invoice Implementation IBM Wberg Consulting AA03-1 : 14-2016 Invoice IBM Implementation IBM Wberg Consulting Total : 35,000.00 33,000.00 15.00 3,000.00									
Summary: Gross Payable Amt : 5,883.70 Draw/Adv Adjustment : 0.00 Cap Adjustment : 0.00 Minimum Pay Adjustment : 200.00 Other Adjustment : 0.00 Adjustment To Payor : 0.00 Recovery From Payor : 0.00 Net Payable Amt : 6,083.70									

Zenith Consulting, Inc - Sales Commission Statement									
Tax	Date	Type	Group	Customer	ProductID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments: Incentive ID : Management Revenue Overall AA01-1 : 14-2016 Invoice Financial Conversion HealthSouth HealthSouth AA01-2 : 14-2016 Invoice Financial Conversion HealthSouth HealthSouth AA02-1 : 14-2016 Invoice Implementation IBM Lwaxden Consulting AA02-2 : 14-2016 Invoice Implementation IBM Wberg Consulting AA03-1 : 14-2016 Invoice IBM Implementation IBM Wberg Consulting Total : 50,000.00 50,000.00 5.00 2,500.00									
Summary: Gross Payable Amt : 2,500.00 Draw/Adv Adjustment : 0.00 Cap Adjustment : 0.00 Minimum Pay Adjustment : 0.00 Other Adjustment : 0.00 Adjustment To Payor : 0.00 Recovery From Payor : 0.00 Net Payable Amt : 2,500.00									

Zenith Consulting, Inc						
Payee Ranking by Attainment						
Performance Category : Billing Hours						
Fiscal Year : 2016						
Period : 1						
Payee ID	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID
Payee Job Category : Advisor						
Cecil, Damon	Cecil, Damon	160	1	1	Advisor	Cecil, Damon
Payee Job Category : Consultant						
Lwaxden	Lucy Warden	160	1	1	Consultant	North-CA