



QCommission

Pay People Properly

www.qcommission.com

QCommission allows you to efficiently compute commission, draw, and bonuses. It also enables you to verify the results and share this information with your account executives, recruiters, consultants, and managers. By presenting commission details clearly, your staff will have a thorough understanding of their payments and the reasons behind them. Relying on Excel and manual calculations can introduce numerous errors, leading to a loss of trust from your staff. QCommission can prevent such issues by consistently and accurately calculating all commissions.

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.

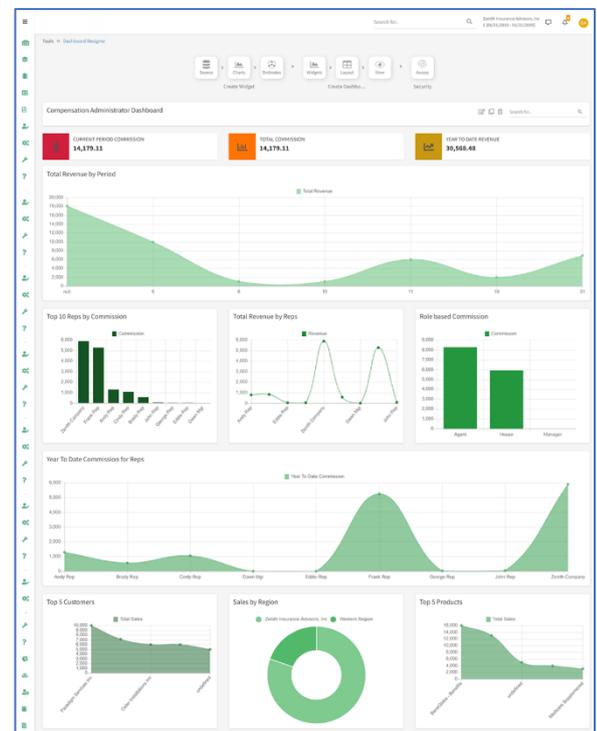
Typical commission plans for these payees may include,

- 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.



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

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.

Case Study

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.



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."

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									
									
Payee ID	: Lmadison	Plan ID	: Account Manager Plan	Gross Payout Amt	: 5,868.70	Balance			
Payee Name	: Loren Madison	Period	: 1 [1/1/2019 - 1/31/2019]	Draw/Adv Adjustment	: 0.00		0.00		
Territory ID	: Team A	Position	: Acct Mgr	Cap Adjustment	: 0.00		0.00		
Currency	:	Fiscal Year	: 2019	Minimum Pay Adjustment	: 0.00				
				Other Adjustment	: 200.00				
				Adjustment To Payout	: 0.00				
				Recovery From Payout	: 0.00	Net Payout Amt	: 6,068.70		
Trxn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Monthly Consultant Gross Margin Commission						Goal Amt : 0.00			
AA01 - 1	1/4/2019	Invoice	Financial Conversion	HealthSouth	Lwarden Consulting	7,000.00	3,150.00	10.00	315.00
AA01 - 2	1/4/2019	Invoice	Financial Conversion	HealthSouth	Wberg Consulting	8,000.00	3,200.00	10.00	320.00
Total :						15,000.00	6,350.00		635.00
Incentive ID : Monthly Consultant Revenue Commission						Goal Amt : 1,200,000.00			
AA02 - 1	1/4/2019	Invoice	Implementation	IBM	Lwarden Consulting	7,000.00	7,000.00	14.7671	1,033.70
AA02 - 2	1/4/2019	Invoice	Implementation	IBM	Wberg Consulting	8,000.00	8,000.00	15.00	1,200.00
AA03 - 1	1/4/2019	Invoice	IBM Implementation	IBM	Wberg Consulting	20,000.00	20,000.00	15.00	3,000.00
Total :						35,000.00	35,000.00		5,233.70

Page 1 of 1 Go! PDF Export Details

Zenith Consulting, Inc - Sales Commission Statement

QCommission

Payee ID : Pete Cramden	Plan ID : Management Plan	Gross Payout Amt : 2,500.00	Balance
Payee Name : Pete Cramden	Period : 1 [1/1/2019 - 1/31/2019]	Draw/Adv Adjustment : 0.00	0.00
Territory ID : Ajax	Position : Management	Cap Adjustment : 0.00	0.00
Currency :	Fiscal Year : 2019	Minimum Pay Adjustment : 0.00	
		Other Adjustment : 0.00	
		Adjustment To Payout : 0.00	
		Recovery From Payout : 0.00	Net Payout Amt : <input type="text" value="2,500.00"/>

Txn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Incentive ID : Management Revenue Override						Goal Amt : 0.00			
AA01 - 1	1/4/2019	Invoice	Financial Conversion	HealthSouth	Lwarden Consulting	7,000.00	7,000.00	5.00	350.00
AA01 - 2	1/4/2019	Invoice	Financial Conversion	HealthSouth	Wberg Consulting	8,000.00	8,000.00	5.00	400.00
AA02 - 1	1/4/2019	Invoice	Implementation	IBM	Lwarden Consulting	7,000.00	7,000.00	5.00	350.00
AA02 - 2	1/4/2019	Invoice	Implementation	IBM	Wberg Consulting	8,000.00	8,000.00	5.00	400.00
AA03 - 1	1/4/2019	Invoice	IBM:Implementation	IBM	Wberg Consulting	20,000.00	20,000.00	5.00	1,000.00
Total :						50,000.00	50,000.00		2,500.00

Year to Date Commission Payout

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QCommission

Zenith Consulting, Inc

FISCAL YEAR	PERIOD	PAYEE NAME	PAYEE JOB CATEGORY	CREDIT AMT	CALC PAYOUT AMT	CURRENCY
2019	1	Cecil, Damon	Advisor	14,000.00	420.00	

TRANSACTION ID	TRANSACTION LINE	TRANSACTION EFF DATE	TRANSACTION TYPE	PRIMARY TERRITORY ID	CUSTOMER	PRODUCT	CREDIT AMOUNT	COMMISSION RATE	PAYOUT AMOUNT
AA01	1	1/4/2019	Invoice		HealthSouth	Lwarden Consulting	7,000.00	3.00	210.00
AA02	1	1/4/2019	Invoice		IBM	Lwarden Consulting	7,000.00	3.00	210.00

No additional records available. Showing 2 of 2

14,000.00 420.00

2019	1	Loren Madison	Acct Mgr	41,350.00	5,868.70	
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TRANSACTION ID	TRANSACTION LINE	TRANSACTION EFF DATE	TRANSACTION TYPE	PRIMARY TERRITORY ID	CUSTOMER	PRODUCT	CREDIT AMOUNT	COMMISSION RATE	PAYOUT AMOUNT
AA01	1	1/4/2019	Invoice		HealthSouth	Lwarden Consulting	3,150.00	10.00	315.00
AA01	2	1/4/2019	Invoice		HealthSouth	Wberg Consulting	3,200.00	10.00	320.00
AA02	1	1/4/2019	Invoice		IBM	Lwarden Consulting	7,000.00	14.77	1,033.70
AA03	1	1/4/2019	Invoice		IBM	Wberg Consulting	20,000.00	15.00	3,000.00
AA02	2	1/4/2019	Invoice		IBM	Wberg Consulting	8,000.00	15.00	1,200.00

No additional records available. Showing 5 of 5

41,350.00 5,868.70