

QCommission

Pay People Properly

Consulting

www.qcommission.com

QCommission enables you to quickly calculate commission, draw and bonuses, verify results and distribute this information to your account executives, project managers and consultants. 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.

- 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 payment 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

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."

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



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, 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.

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

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Zenith Consulting, Inc. **QCommission**

Payee Ranking by Attainment

Performance Category: Selling Role Fiscal Year: 2016

Period: 1

Payee ID	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID	Currency
Payee Job Category: Advisor							
001	Carl Deane	100	100	1	Advisor	Carl Deane	
Payee Job Category: Consultant							
002	Larry Tarbin	100	100	1	Consultant	Yates-Ca	

Zenith Consulting, Inc - Sales Commission Statement

Plan ID: Account Manager Plan Period: 1/1/2016 - 1/31/2016 Fiscal Year: 2016

Payee Name: Landon Position: A/01 Mgr

Comments: Gross Payable Amt: 5,000.00 Balance: 0.00 Draw/Adv. Adjustment: 0.00 Cap. Adjustment: 0.00 Minimum Pay Adjustment: 0.00 Other Adjustment: 200.00 Adjustment To Payor: 0.00 Recovery From Payor: 0.00 Net Payable Amt: 5,000.00

Tax	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Health/Consultant/Draw/Target Commission									
AA01-1	1/4/2016	Service	Financial Conversion	HealthSouth	HealthSouth	7,000.00	1,100.00	10.00	311.00
AA01-2	1/4/2016	Service	Financial Conversion	HealthSouth	HealthSouth	9,000.00	3,200.00	10.00	320.00
Total						11,000.00	4,300.00		401.00
Incentive ID : Health/Consultant/Revenue Commission									
AA02-1	1/4/2016	Service	Implementation IBM	HealthSouth	HealthSouth	5,000.00	0.00	10.00	1,600.00
AA02-2	1/4/2016	Service	Implementation IBM	HealthSouth	HealthSouth	9,000.00	0.00	10.00	1,260.00
AA03-1	1/4/2016	Service	IBM Implementation/IBM	HealthSouth	HealthSouth	20,000.00	20,000.00	10.00	3,000.00
Total						31,000.00	20,000.00		3,200.00

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Zenith Consulting, Inc - Sales Commission Statement

Plan ID: Management Plan Period: 1/1/2016 - 1/31/2016 Fiscal Year: 2016

Payee Name: Pete Cramden Position: Management

Comments: Gross Payable Amt: 2,500.00 Balance: 0.00 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

Tax	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Management Revenue Override									
AA01-1	1/4/2016	Invoice	Financial Conversion	HealthSouth	HealthSouth	7,000.00	7,000.00	5.00	350.00
AA01-2	1/4/2016	Invoice	Financial Conversion	HealthSouth	HealthSouth	8,000.00	8,000.00	5.00	400.00
AA02-1	1/4/2016	Invoice	Implementation IBM	HealthSouth	HealthSouth	7,000.00	7,000.00	5.00	350.00
AA02-2	1/4/2016	Invoice	Implementation IBM	HealthSouth	HealthSouth	8,000.00	8,000.00	5.00	400.00
AA03-1	1/4/2016	Invoice	IBM Implementation/IBM	HealthSouth	HealthSouth	20,000.00	20,000.00	5.00	1,000.00
Total						50,000.00	50,000.00		2,500.00