



**QCommission**

Pay People Properly

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

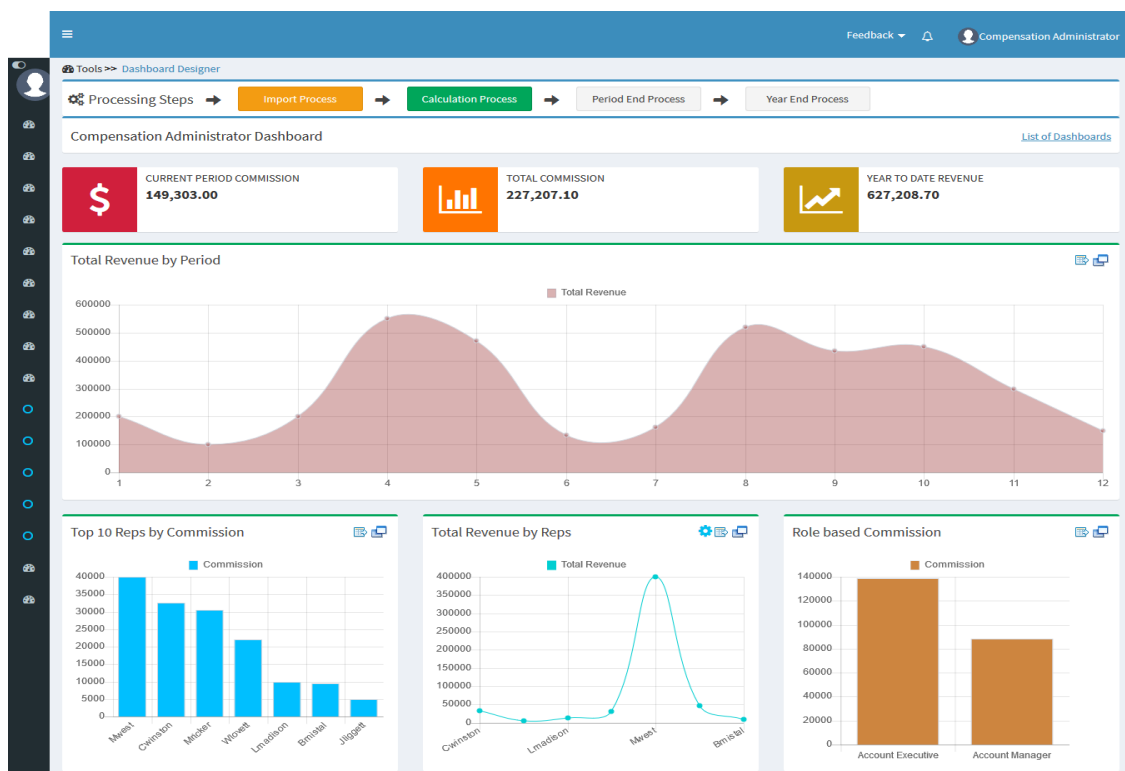
## Overview

QCommission enables you to quickly calculate commission, verify results and distribute this information to your agencies, agents, brokers and staff. You can present the commission information in such a way that the sales people 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 sales people 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 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.



## 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

- 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.

Victory Distribution and Services, Inc.							QCommission
Payees Commissions Report To Manager							
Manager : Cwinston						Fiscal Year : 2006	
Payee	Position	Gross Pay Amt	Draw Adj	Cap Adj	Other Adj	Net Pay Amount	Currency
<b>Period : 1</b>							
Barb Mistal	Sales Representative	9,600		6,600		3,000	
John Liggett	Sales Representative	2,000				2,000	
Ward Lovett	Sales Representative	7,600.6				7,600.6	
<b>Period Total :</b>						12,600.6	
<b>Period : 2</b>							
Barb Mistal	Sales Representative	11,800		8,800		3,000	
John Liggett	Sales Representative	1,000				1,000	
Ward Lovett	Sales Representative	4,400.4	599.6			5,000	
<b>Period Total :</b>						9,000	
<b>Period : 3</b>							
Barb Mistal	Sales Representative	17,200		14,100	-100	3,000	
John Liggett	Sales Representative	2,000			900	2,900	
Ward Lovett	Sales Representative	36,100.9	-599.6	13,501.3		22,000	
<b>Period Total :</b>						27,900	
<b>Manager : Cwinston</b>						<b>Grand Total :</b>	49,500.6

### Payee Ranking by Attainment

Performance Category	Fiscal Year	Period	Payee ID	Payee Name	Territory ID	Attainment	Attainment Percent	Goal Amount	Currency
<b>Job Category : Sales Manager</b>									
Manager Commission	2016	1	David Mgr	David Mgr	Downtown Office	3,595.00	0.00	0.00	USD
<b>Job Category :</b>									
House Service Fees	2016	1	House	House	Debt Legal Services, Inc.	3,595.00	0.00	0.00	USD
<b>Job Category : Debt Consultant</b>									
Audit Fees Commission	2016	1	Andy Rep	Andy Rep	Downtown Office	2,000.00	0.00	0.00	USD
Audit Fees Commission	2016	1	Brenda Rep	Brenda Rep	Downtown Office	797.50	0.00	0.00	USD
Audit Fees Commission	2016	1	Charlie Rep	Charlie Rep	Downtown Office	797.50	0.00	0.00	USD
<b>Job Category : External Agency</b>									
Referral Commission	2016	1	Elysian Fields Agency	Elysian Fields Agency	Downtown Office	1,595.00	0.00	0.00	USD

### Payees Incentive Commissions Report by Manager

Fiscal Year	Payee ID	Payee Name	Position	Incentive	Company	Period	Goal	Paid Amt	Attainment	Calc Payout Amt	Currency
<b>Manager : David Mgr</b>											
2016	Andy Rep	Andy Rep	Debt Consultant	Audit Fees Commission	Debt Legal Services, Inc.	1	0.00	522.00	2,000.00	522.00	USD
2016	Brenda Rep	Brenda Rep	Debt Consultant	Audit Fees Commission	Debt Legal Services, Inc.	1	0.00	180.00	797.50	180.00	USD
								<b>702.00</b>	<b>2,797.50</b>	<b>702.00</b>	
								<b>702.00</b>	<b>2,797.50</b>	<b>702.00</b>	

## Debt Legal Services, Inc. - Sales Commission Statement



Payee ID : Andy Rep	Plan ID : Debt Consultant Plan	Gross Payout Amt : 522.00	Balance
Payee Name : Andy Rep	Period : 1 [ 1/1/2016 - 1/14/2016 ]	Draw/Adv Adjustment : 0.00	0.00
Territory ID : Downtown Office	Position : Debt Consultant	Cap Adjustment : 0.00	0.00
Currency : USD	Fiscal Year : 2016	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="522.00"/>

Txn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Audit Fees Commission						Goal Amt : 0.00			
AA001 - 1	1/14/2016	Payments		Joe Sixpack	Loan Audit Fees	2,000.00	1,305.00	40.00	522.00
<b>Total :</b>						2,000.00	1,305.00		522.00

## Victory Distribution and Services, Inc.



### Payee Ranking by Attainment

Performance Category : All Product Revenue

Fiscal Year : 2006

Period : 3

Payee ID	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID	Currency
Payee Job Category : Sales Manager							
Cwinston	Curt Winston	3,500,000	1,570,000	1	Sales Manager	RG01	
Mricker	Madie Ricker	2,000,000	1,310,000	2	Sales Manager	RG02	
Payee Job Category : Sales Representative							
Wlovett	Ward Lovett	1,000,000	500,000	1	Sales Representative	TERR03	
Lmadison	Loren Madison	900,000	400,000	2	Sales Representative	TERR04	
Mwest	Mark West	300,000	300,000	3	Sales Representative	TERR05	
Bmistal	Barb Mistal		220,000	4	Sales Representative	TERR02	
Jliggett	John Liggett		20,000	5	Sales Representative	TERR01	