



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.

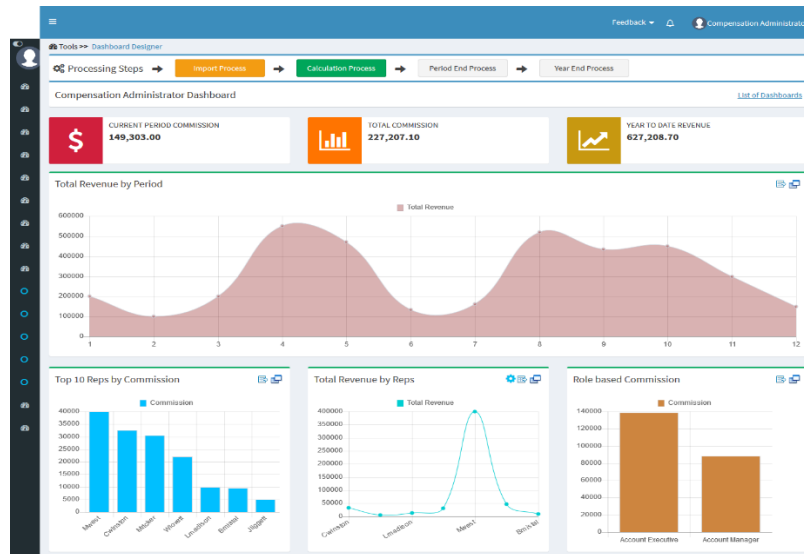
Calculate Accurately with Flexible Rules

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.

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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.

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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
Period : 1							
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	
Period Total :						12,600.6	
Period : 2							
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	
Period Total :						9,000	
Period : 3							
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	
Period Total :						27,900	
Manager : Cwinston						Grand Total :	49,500.6

QCommission Pay People Properly

Payee Ranking by Attainment

Performance Category	Fiscal Year	Period	Payee ID	Payee Name	Territory ID	Attainment	Attainment Percent	Goal Amount	Currency
Job Category : Sales Manager									
Manager Commission	2016	1	David Mgr	David Mgr	Downtown Office	3,595.00	0.00	0.00	USD
Job Category :									
House Service Fees	2016	1	House	House	Debt Legal Services, Inc.	3,595.00	0.00	0.00	USD
Job Category : Debt Consultant									
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
Job Category : External Agency									
Referral Commission	2016	1	Elysian Fields Agency	Elysian Fields Agency	Downtown Office	1,595.00	0.00	0.00	USD

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Debt Legal Services, Inc. - Sales Commission Statement **QCommission**

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 :

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
Total :						2,000.00	1,305.00		522.00

QCommission		Payees Incentive Commissions Report by Manager										
Pay People Properly												
Fiscal Year	Payee ID	Payee Name	Position	Incentive	Company	Period	Goal	Paid Amt	Attainment	Calc Payout Amt	Currency	
Manager : David Mgr												
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	
								702.00	2,797.50	702.00		
								702.00	2,797.50	702.00		
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Victory Distribution and Services, Inc.							QCommission
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	