

QCommission

Pay People Properly

Education

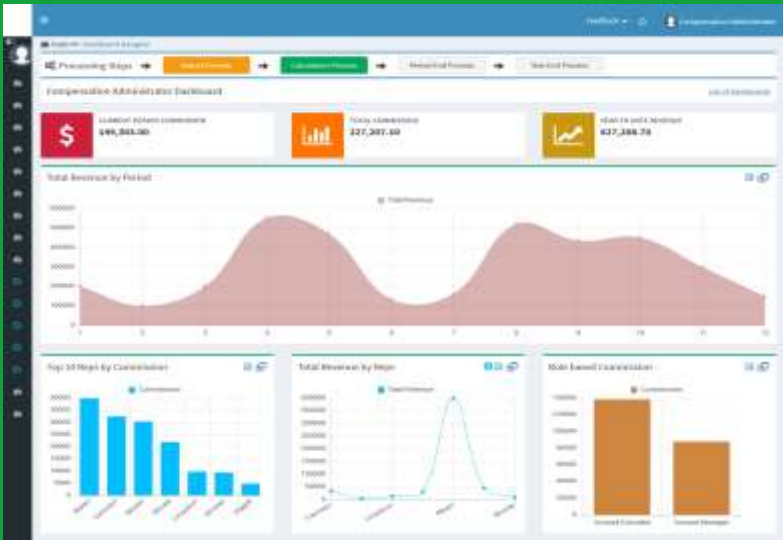
www.qcommission.com

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.



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

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.

Office Building Solutions Inc. - Sales Commission Statement

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Date	Type	Customer	Product ID	Qty	Subs Amount	Unit	Comm %	Comm Amount	Final Amount
Account ID : Product Group/Part Commission									
AA02-1	Invoice	Greenleaf Properties Clearwater		20.00	20,000.00	20,000.00	30.00%	6,000.00	26,000.00
AA02-2	Invoice	Greenleaf Properties Clearwater		1.00	20,000.00	20,000.00	30.00%	6,000.00	26,000.00
TOTAL				21.00	40,000.00	40,000.00	30.00%	12,000.00	52,000.00
Account ID : Service Sales Commission									
AA02-1	Invoice	Greenleaf Properties Clearwater		100.00	10,000.00	10,000.00	30.00%	3,000.00	13,000.00
AA02-2	Invoice	Greenleaf Properties Clearwater		100.00	10,000.00	10,000.00	30.00%	3,000.00	13,000.00
TOTAL				200.00	20,000.00	20,000.00	30.00%	6,000.00	26,000.00

Company : Office Building Solutions Inc.

Payee Ranking By Attainment

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Payee ID	Payee Name	Prod. Att.	Attainment	Ranking	Job Category	Territory ID
Ardench	Ardench	00	42,000.00	1	Sales Rep	West Office
Ardench	Ardench	00	42,000.00	2	Sales Rep	West Office

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Office Building Solutions Inc. - Sales Commission Statement

QCCommission

Page ID : JSmith
 Page Name : John Smith
 Territory ID : West Office

Period : 1/1/2006 - 3/31/2006
 Position : Sales Manager
 Fiscal Year : 2006

Commission Type : Sales Manager
 Other Adjustments :
 Total Payment Amt : 3,052.00

Total Payment Amt : 3,052.00

Commission	Date	Type	Group	Customer	Product ID	Commission Rate	Commission Amount	Commission Type	Commission Rate	Commission Amount	Commission Type
Invoice ID : Sales Manager Override											
							Grand Amt : 80				
AABB1 - 1	1/1/2006	Invoice		Chermside Properties	Chris Bender		80,000.00	1,000%		800.00	
AABB1 - 2	1/1/2006	Invoice		McAfee Firewall		20,000.00	20,000.00	1,000%		200.00	
AAB02 - 1	1/1/2006	Invoice		Chermside Properties	Chris Cunniff		12,000.00	1,000%		120.00	
AAB02 - 2	1/1/2006	Invoice		Independent Consulting		8,000.00	8,000.00	1,000%		80.00	
AC005 - 1	1/10/2006	Invoice		Oracle Inc	ORA L01 Systems		100,000.00	1,000%		1,000.00	
AC005 - 2	1/11/2006	Invoice		Oracle Inc	APF Project Quant		10,000.00	1,000%		100.00	
AC007 - 1	1/11/2006	Invoice		Oracle Inc	Clark Consulting		5,200.00	1,000%		52.00	
AC007 - 2	1/12/2006	Invoice		Oracle Inc	Independent Consulting		8,000.00	1,000%		80.00	
A0001 - 1	1/12/2006	Invoice		Oracle Inc	Intel Xeon Multi		30,000.00	1,000%		300.00	
A0001 - 2	1/12/2006	Invoice		Oracle Inc	Intel Xeon		60,000.00	1,000%		600.00	
Total							306,200.00			3,052.00	

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Company : Office Building Solutions Inc.

QCCommission

Fiscal Year : 2006

Transaction ID : AAB01
 Customer ID : Chermside Properties

Transaction Type : Invoice

Invoice Date : 1/1/2006
 Invoice Type : Standard
 Invoice Amount : 80,000.00
 Invoice Date : 1/1/2006
 Invoice Type : Standard
 Invoice Amount : 20,000.00
 Invoice Date : 1/10/2006
 Invoice Type : Standard
 Invoice Amount : 100,000.00
 Invoice Date : 1/11/2006
 Invoice Type : Standard
 Invoice Amount : 10,000.00
 Invoice Date : 1/12/2006
 Invoice Type : Standard
 Invoice Amount : 8,000.00
 Invoice Date : 1/12/2006
 Invoice Type : Standard
 Invoice Amount : 30,000.00
 Invoice Date : 1/12/2006
 Invoice Type : Standard
 Invoice Amount : 60,000.00

Total Credit Amt : 112,000.00

Total : 140,000.00

Total : 112,000.00

Total : 112,000.00

Total : 112,000.00

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Total : 112,000.00

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