



**QCommission**

Pay People Properly

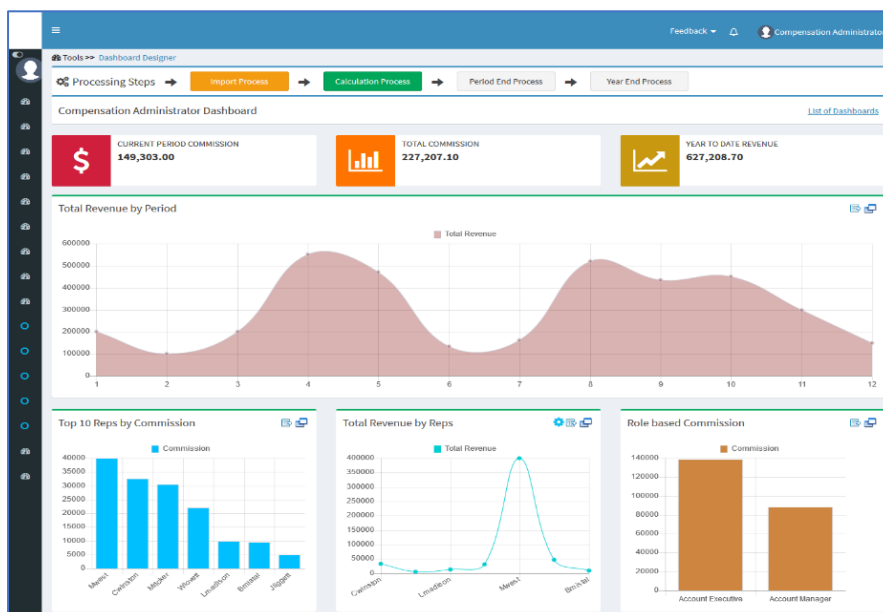
[www.qcommission.com](http://www.qcommission.com)

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.

## 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 textbooks, e-learning platforms, or software 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 guarantee.



## 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.
- 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													
Payee ID : Smith		Plan ID : Sales Manager/Plan		Gross Payroll Amt : 3,000.00		Balance							
Payee Name : John Smith		Period : 1/1/2006 - 1/31/2006		Drawn Adj. Adjustment : .00		.00							
Territory ID : West Office		Position : Sales Manager		Cap. Adjustment : .00		.00							
Fiscal Year : 2006				Other Adjustment : .00		.00		Net Payroll Amt : 3,000.00					
Inv Invoice ID	Date	Type	Group	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Commission Rate	Paid Amount	
<b>Inv Invoice ID : Sales Manager/Overhead</b>													
A4001-1	1/1/2006	Invoice		Chromash Properties	Chromash Properties		50,000.00		50,000.00		1,000	500.00	
A4001-2	1/1/2006	Invoice		Chromash Properties	Chromash Properties		20,000.00		20,000.00		1,000	200.00	
A4002-1	1/1/2006	Invoice		Chromash Properties	Chromash Properties		12,000.00		12,000.00		1,000	120.00	
A4002-2	1/1/2006	Invoice		Chromash Properties	Chromash Properties		8,000.00		8,000.00		1,000	80.00	
A4001-1	1/1/2006	Invoice		Chromash Properties	Chromash Properties		10,000.00		10,000.00		1,000	1,000.00	
A4001-2	1/1/2006	Invoice		Chromash Properties	Chromash Properties		2,000.00		2,000.00		1,000	200.00	
A4002-1	1/1/2006	Invoice		Chromash Properties	Chromash Properties		3,000.00		3,000.00		1,000	300.00	
A4001-1	1/1/2006	Invoice		Chromash Properties	Chromash Properties		20,000.00		20,000.00		1,000	2,000.00	
A4001-2	1/1/2006	Invoice		Chromash Properties	Chromash Properties		60,000.00		60,000.00		1,000	6,000.00	
<b>Total</b>										365,500.00		365,500.00	3,000.00

Office Building Solutions Inc. - Sales Commission Statement															
Payee ID : A4001		Plan ID : Sales Manager/Plan		Gross Payroll Amt : 3,000.00		Balance									
Payee Name : A4001		Period : 1/1/2006 - 1/31/2006		Drawn Adj. Adjustment : .00		.00									
Territory ID : West Office		Position : Sales Mgr		Cap. Adjustment : .00		.00									
Fiscal Year : 2006				Other Adjustment : .00		.00		Net Payroll Amt : 3,000.00							
Inv Invoice ID	Date	Type	Group	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Commission Rate	Paid Amount			
<b>Inv Invoice ID : Product Overhead Commission</b>															
A4001-1	1/1/2006	Invoice		Chromash Properties	Chromash Properties	20.00	60,000.00		60,000.00		0.000	2,400.00			
A4001-2	1/1/2006	Invoice		Chromash Properties	Chromash Properties	5.00	20,000.00		20,000.00		0.000	800.00			
<b>Total</b>										70,000.00		70,000.00	42,000.00	3,960.00	
<b>Inv Invoice ID : Service Sales Commission</b>															
A4002-1	1/1/2006	Invoice		Chromash Properties	Chromash Properties	100.00	12,000.00		12,000.00		3.000	360.00			
A4002-2	1/1/2006	Invoice		Chromash Properties	Chromash Properties	80.00	9,600.00		9,600.00		3.000	288.00			
<b>Total</b>										180,000.00		180,000.00	15,900.00	20,000.00	648.00

**Company : Office Building Solutions Inc.**

**Payee Ranking By Attainment**

Perf. Category : Product Gross Profit      Final Year : 2006  
 Period : 1

Payee ID	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID
Breathen	Beth Masters	.00	86,000.00	1	Sales Rep	West Office
Arendick	Al Rendick	.00	42,000.00	2	Sales Rep	West Office

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**Company : Office Building Solutions Inc.**

**Payment by Transaction ID**

Transaction ID : AA601      Final Year : 2006  
 Customer ID : Overland Properties  
 Translator Type : Invoice

Tran ID	Period	Type	Product	Sub Agent	City	Credit Amt	Attainment	Attain Percent	Paymnt Period	Paymnt Rate	Outstamt	Paymt ID	Inventory ID	Payout Amt			
1/1/2006	1	Standard	Cisco Router	50,000.00	2000	50,000.00	50,000.00	0.00	1	1.00	112,000.00						
1/1/2006	1	Standard	Cisco Router	50,000.00	2000	30,000.00	30,000.00	0.00	1	8.00	.00	00	A000000	2,400.00			
1/1/2006	1	Standard	McAfee Firewall	20,000.00	500	20,000.00	20,000.00	0.00	1	1.00	.00	00	J0000	200.00			
1/1/2006	1	Standard	McAfee Firewall	20,000.00	500	12,000.00	12,000.00	0.00	1	8.00	.00	00	A000000	960.00			
<b>Total :</b>													140,000.00	50.00	112,000.00	112,000.00	4,060.00

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