



Energy sales and marketing

www.qcommission.com

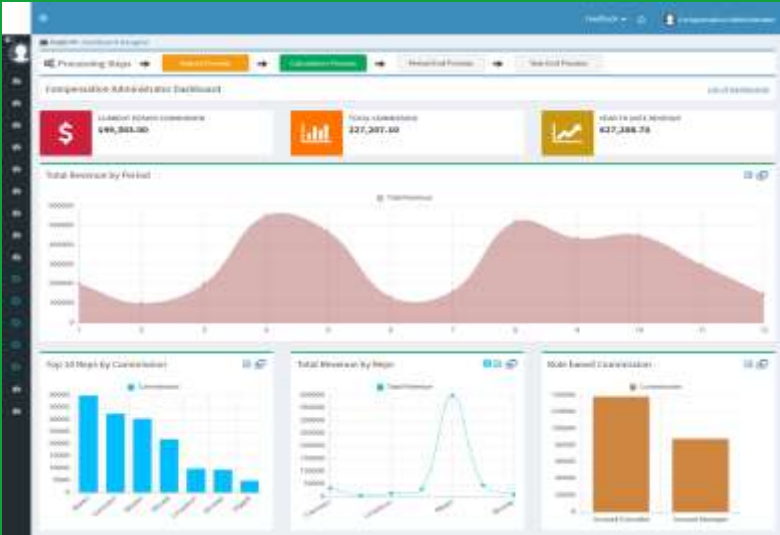
Energy utilities and producers use third party sales and marketing organizations to book business on their behalf. The sales and marketing organizations sign up long-term contracts with residential and commercial customers. The energy producers then bill the customer for consumption. Once that happens, they calculate the commissions due for the sales and marketing firms that brought in the business and pay out periodically with associated reports of business.

QCommission enables you to quickly calculate commission, verify results and distribute this information to your sales reps, agents and other 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

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.

Energy Sales Marketing, Inc. - Sales Commission Statement

Plan ID: 1113218, Period: 11/13/2018 - 11/30/2018, Fraction: 0.25

Balance: 4,265.00

Commissions:

Commission	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Commission Rate	Commission
44201-1	11/23/18	Sale Order	Energy Field Prod	Energy Field Prod	Energy Field Prod	0.00	0.00	0.00	0.00
44202-1	11/23/18	Sale Order	Energy Apartments	Energy Apartments	Energy Apartments	0.00	0.00	0.00	0.00
44203-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44204-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44205-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44206-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44207-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44208-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44209-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44210-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44211-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44212-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44213-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44214-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44215-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44216-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44217-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44218-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44219-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44220-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44221-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44222-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44223-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44224-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44225-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44226-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44227-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44228-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44229-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44230-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44231-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44232-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44233-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44234-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44235-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44236-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44237-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44238-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44239-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44240-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44241-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44242-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44243-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44244-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44245-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44246-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44247-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44248-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44249-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44250-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44251-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44252-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44253-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44254-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44255-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44256-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44257-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44258-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44259-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44260-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44261-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44262-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44263-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44264-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44265-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44266-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44267-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44268-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44269-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44270-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44271-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44272-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44273-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44274-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44275-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44276-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44277-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44278-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44279-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44280-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44281-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44282-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44283-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44284-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44285-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44286-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44287-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44288-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44289-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44290-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44291-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44292-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44293-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44294-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44295-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44296-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44297-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44298-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44299-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44300-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44301-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44302-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44303-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44304-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44305-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44306-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44307-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44308-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44309-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44310-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44311-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00	0.00	0.00	0.00
44312-1	11/23/18	Sale Order	Energy	Energy	Energy	0.00			

Energy Sales Marketing, Inc.
Payee Ranking by Attainment



Performance Category : Fiscal Year : 2016
Period : 1

Payee ID	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID	Currency
Payee Job Category :							
David Mgr	David Mgr		29,900	1		California	
Charlie Leader	Charlie Leader		27,500	2		California	
Brenda Rep	Brenda Rep		1,200	3		California	
Andy Rep	Andy Rep		1,000	4		California	

Energy Sales Marketing, Inc.
Payout by Payee - Transaction Summary



Transaction Eff-Date Between : 01/01/16 and 12/31/16

Payee	Payee Name	Sales Amt	Credit Amt	Paid Amt	Currency
Andy Rep	Andy Rep	1,000	6	540	
Brenda Rep	Brenda Rep	1,200	7	567	
Charlie Leader	Charlie Leader		27,500	3,000	
David Mgr	David Mgr	2,400	27,514	4,260	
Grand Total:		4,600	55,027	8,367	