



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.

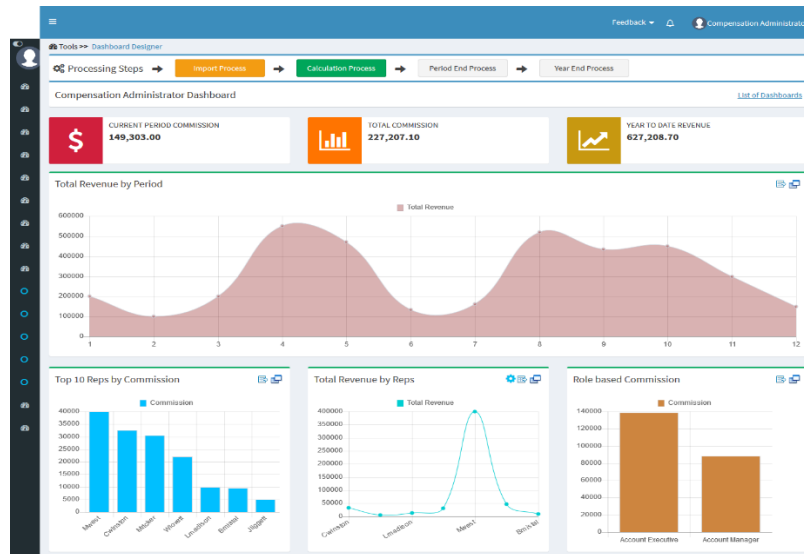
Calculate Accurately with Flexible Rules

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.

JMC Furniture Selects QCommission for their Sales Commission



Customer Profile

JMC Furniture is an exclusive North American Distributors of Superlative Topalit Tabletops and an authorized North American wholesaler of the world's finest custom tabletops and other furniture. They sell nation's finest quality products like Topalit table tops, Cast iron basis, Outdoor basis, Chairs, Barstools, Outdoor chairs, Outdoor barstools and Outdoor lounge. JMC carefully crafts from the most durable woods and composites to resist fading, cracking, chipping, staining, and burning. With best is delivery system, JMC offers fast freight quoting, quick shipping and can accommodate customers with special delivery dates and tracking numbers. JMC Furniture, are dedicated to getting commercial restaurant furniture as fast as possible and at a price that always gives their customers with a competitive advantage.

The Problem

Prior to QCommission, JMC was calculating commission manually using spreadsheet and QuickBooks reports. Andrew Thomson, National Account Manager spends numerous hours in extracting the data into a spreadsheet and massaging the data and to align to their complex commission rules. This manual process led to human errors and a very time-consuming task every week. Distribution of commission statement/reports and error resolution is also chews up his busy schedule.

The Project

QCommission implementation team started the project by doing an in-depth discovery meeting with Andrew and his team and configured all the necessary sales compensation plans and fully automated the commission process. QCommission could provide an easy template interface to import all of their complex commission rate schedules for primary, depending and chain payees. In addition to this commission rate the import, the transactions from QuickBooks online was seamless and with just click of a button and all of their current week's invoices/credits were processed in QCommission.

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Case Study

There were 2 different commissions plan incentives configured in QCommission (Sales Rep commission and Manager override commission). The commission statement was laid out in a clean and readable manner for their sales rep and managers. The project was low to medium complex and got completed with within the estimated budget cost, with accurate calculations and all their reporting need.

Quote

“QCommission team has been extremely easy to work with, and they have been very prompt and on top of everything. Any issues I had were resolved within 24 hours. Since starting at this company, I have restructured and built every system we use, accounting, phones, CRM software, warehouse management systems. This has been the first company that I have yet to run into one issue with, money, time, or performance.” - Andrew Thomson, Office Manager, JMC Furniture

Office Building Solutions Inc. - Sales Commission Statement

Plan ID : A4401
 Plan Name : All Business
 Territory ID : West Office
 Fiscal Year : 2006

Subs Exp Plan :
 Period : 1/1/2006 - 131/2006
 Draw/Ach Adjustment :
 Cap Adjustment :
 Other Adjustment :

Gross Payroll Amt : 3,960.00
 Balance :
 Net Payroll Amt : 3,960.00

Item	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
Incentive ID : Product Qualified Commission											
A4401-1	1/1/2006	Incentive	Chromash Properties Corp/Boiler		20.00	50,000.00	20,000.00	30,000.00	30,000.00	8.00%	2,400.00
A4401-2	1/1/2006	Incentive	Chromash Properties Mc/Boiler/Firewall		5.00	20,000.00	8,000.00	12,000.00	12,000.00	8.00%	960.00
			Total		25.00	70,000.00	28,000.00	42,000.00	42,000.00		3,360.00
Incentive ID : Service Sales Commission											
A4402-1	1/1/2006	Incentive	Chromash Properties Corp/Consulting		100.00	12,000.00	5,000.00	7,000.00	12,000.00	3.00%	360.00
A4402-2	1/1/2006	Incentive	Chromash Properties Corporate Consulting		10.00	10,000.00	4,000.00	6,000.00	10,000.00	3.00%	300.00
			Total		110.00	22,000.00	9,000.00	13,000.00	22,000.00		660.00

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Office Building Solutions Inc.

Company : Office Building Solutions Inc.
 Payment by Transaction ID
 Transaction ID : A4401
 Customer ID : Chromash Properties
 Name : James

Fiscal Year : 2006

Tran Ref	Period	Tran Date	Type	ID	Sales Amt	Qty	Credit Amt	Amount	Actual Payroll	Payroll Rate	Commission	Product	Payroll Amt
1/1/2006	1	1	Standard	Chromash Properties	50,000.00	20.00	20,000.00	30,000.00	0.00	1.00	112,000.00	Product Class	500.00
1/1/2006	1	1	Standard	Chromash Properties	50,000.00	20.00	20,000.00	30,000.00	0.00	1.00	800.00	Product Class	2,400.00
1/1/2006	1	2	Standard	Mc/Boiler/Firewall	20,000.00	5.00	20,000.00	20,000.00	0.00	1.00	960.00	Product Class	200.00
1/1/2006	1	2	Standard	Mc/Boiler/Firewall	20,000.00	5.00	20,000.00	20,000.00	0.00	1.00	960.00	Product Class	960.00
			Total		140,000.00	50.00	112,000.00	112,000.00			4,660.00		

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Reporting

Company : Office Building Solutions Inc.

Payee Ranking By Attainment

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

Payee Id	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID
Bmasters	Beth Masters	.00	86,000.00	1	Sales Rep	West Office
Arvdenck	AllEoderick	.00	42,000.00	2	Sales Rep	West Office

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Office Building Solutions Inc. - Sales Commission Statement

Plan ID : Sales Manager Plan Gross Payout Amt : 3,052.00 Balance : .00
 Period : 1/1/2006 - 1/31/2006 Draw/Acc Adjustment : .00
 Rankin : Sales Manager Cap Adjustment : .00
 Fiscal Year : 2006 Other Adjustment : .00 Net Payout Amt : 3,052.00

Item	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Invoice ID : Sales Manager Override						Goal Amt : .00			
AA001 - 1	1/1/2006	Invoice		Cinemasak Properties	Cisco Router	50,000.00	50,000.00	1.0000	500.00
AA001 - 2	1/1/2006	Invoice		Cinemasak Properties	McAfee Firewall	20,000.00	20,000.00	1.0000	200.00
AA002 - 1	1/3/2006	Invoice		Cinemasak Properties	Chubb Consulting	12,000.00	12,000.00	1.0000	120.00
AA002 - 2	1/3/2006	Invoice		Cinemasak Properties	Disrupter Consulting	8,000.00	8,000.00	1.0000	80.00
AC001 - 1	1/10/2006	Invoice		Onix Inc	Onix LTR Systems	100,000.00	100,000.00	1.0000	1,000.00
AC001 - 2	1/12/2006	Invoice		Onix Inc	APS Power Guard	10,000.00	10,000.00	1.0000	100.00
AC002 - 1	1/12/2006	Invoice		Onix Inc	Chubb Consulting	7,200.00	7,200.00	1.0000	72.00
AC002 - 2	1/12/2006	Invoice		Onix Inc	Disrupter Consulting	8,000.00	8,000.00	1.0000	80.00
AB001 - 1	1/15/2006	Invoice		Onix Inc	Iron Nova MIB	30,000.00	30,000.00	1.0000	300.00
AB001 - 2	1/15/2006	Invoice		Onix Inc	Sun ES400	60,000.00	60,000.00	1.0000	600.00
Total						305,200.00	305,200.00		3,052.00

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