QCommission

Pay People Properly

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.
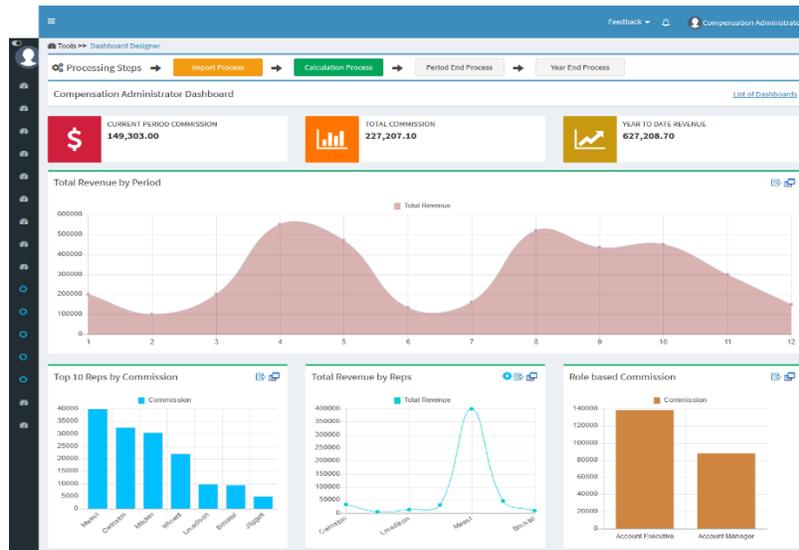
Calculate Accurately with Flexible Rules

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.

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.

Classic Design Floor to Ceiling covers their commission needs with QCommission software!

Classic Design Floor to Ceiling, a locally owned and operated corporation, and a member of the national Floor to Ceiling Franchise is a beautiful one-stop destination featuring professional kitchen and bath design services, products and licensed installations for new and remodeled kitchens, baths, floors, and custom interiors. With almost two decades of flooring and window covering experience in this location, the owners of Classic Design Floor to Ceiling now bring Lodi, California and surrounding communities a full-service interior design showroom.

Classic Design Floor to Ceiling was looking for an automated solution that can handle their complex commission needs when its CEO, Tiffany Gomes, attended a free QCommission webinar. She was impressed with the features of QCommission and thought it could be the solution they were looking for. Soon after the webinar, Tiffany engaged the QCommission sales team to get started with implementation.

Their sales commission structures were fairly complex. The sales commission calculation was based on the profitability of a job. The commission rate varied based on Gross Margin Percentage and the sales commission agreements included a draw payment.

The QCommission team worked with Tiffany to configure and test the sales commission plans. QCommission was set up to integrate with QuickBooks to bring income from invoices and cost from a variety of sources including Vendor Bills, Inventory Items, Vendor Credit, Credit Memo, Checks etc. The team started implementing job profitability-based commission plans when they realized that it needs to be enhanced to handle any late bills or other expense received after the job is completed. They modified the configuration to self-correct the commissions based on income or expenses received and all this was done within the original implementation estimate. QCommission generated detailed and accurate commission statements that listed out income, expense and job profitability accurately.

According to Tiffany, "The QCommission implementation team understood the challenges of profitability-based sales commission plans and they worked professionally to roll out a complete and accurate solution to handle my commission needs".

Testing of the plans revealed some exceptions which were quickly resolved. Training was accomplished over a couple of sessions and after running two periods in parallel with the current process, Classic Design went live successfully with QCommission.

Commissions are now calculated quickly and accurately with no manual interventions. It saves a huge amount of time and reduced data entry errors to zero. The commission calculation process is very streamlined, and all the sales staff are happy with their accurate commission statements.

Quote

"The QCommission implementation team understood the challenges of job profitability-based sales commission plans. The team worked closely with me and was always very eager to ensure that I had the best experience during the implementation and while using the software. I am highly satisfied with the solution and would happily recommend it to any company paying commission based on job profitability."

Tiffany Gomes

CEO - Classic Design Floor to Ceiling

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									
Revenue	2016	1	Jsmith	John Smith	West Office	200000.00	0.00	0.00	
Job_Category : Designer									
Product Revenue	2016	1	Amy Sanders	Amy Sanders	West Office	80000.00	0.00	0.00	
Job_Category : Sales Rep									
Product Gross Profit	2016	1	Aroderick	Al Roderick	West Office	42000.00	0.00	0.00	
Service Revenue	2016	1	Aroderick	Al Roderick	West Office	20000.00	0.00	0.00	
Job_Category : Designer-External									
Product Revenue	2016	1	Bmasters	Beth Masters	West Office	10000.00	0.00	0.00	

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Perfect Designs
Payment by Transaction ID

Transaction ID : AA001   Fiscal Year : 2016
Customer ID : Able Car Rental
Transaction Type : Invoice

Txn Eff Date	Period	Txn Line	Txn Line Type	Product ID	Sales Amt	Qty	Credit Amt	Attainment	Attain Percent	Payout Period	Commission Rate	Goal Amt	Payee ID	Incentive ID	Payout Amt	Currency
1/1/2016	1	1	Standard	Windows	50,000	20	30,000	30,000	0	1	8		Aroderick	Product Gross Profit Commission	2,400	
1/1/2016	1	1	Standard	Windows	50,000	20	50,000	50,000	0	1	1		Jsmith	Sales Manager Override	500	
1/1/2016	1	2	Standard	Sofa	20,000	5	20,000	20,000	0	1	1		Jsmith	Sales Manager Override	200	
1/1/2016																

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Perfect Designs - Sales Commission Statement

Payee ID : Jsmith	Plan ID : Sales Manager Plan	Gross Payout Amt :	2,000.00		**Balance**
Payee Name : John Smith	Period : 1 [1/1/2016 - 1/31/2016]	Draw/Adj Adjustment :	0.00		0.00
Territory ID : West Office	Position : Sales Manager	Cap Adjustment :	0.00		0.00
Currency :	Fiscal Year : 2016	Other Adjustment :	0.00		
		Adjustment To Payout :	0.00		
		Recovery From Payout :	0.00	Net Payout Amt :	2,000.00

Txn	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
Incentive ID : Sales Manager Override				Goal Amt : 0				**Cumulative Attainment :**	200000.00		
AA001 - 1	1/1/2016	Invoice	Able Car Rental	Windows	20.00	50,000.00	20,000.00	30,000.00	50,000.00	1.00	500.00
AA001 - 2	1/1/2016	Invoice	Able Car Rental	Sofa	5.00	20,000.00	8,000.00	12,000.00	20,000.00	1.00	200.00
AB001 - 1	1/1/2016	Invoice	Able Car Rental	Windows	20.00	50,000.00	20,000.00	30,000.00	50,000.00	1.00	500.00
AB001 - 2	1/1/2016	Invoice	Able Car Rental	Sofa	5.00	20,000.00	8,000.00	12,000.00	20,000.00	1.00	200.00
AA002 - 1	1/3/2016	Invoice	John Waddington	Installation	100.00	12,000.00	5,500.00	6,500.00	12,000.00	1.00	120.00
AA002 - 2	1/3/2016	Invoice	John Waddington	Installation	80.00	8,000.00	4,000.00	4,000.00	8,000.00	1.00	80.00
AB002 - 1	1/3/2016	Invoice	John Waddington	Installation	100.00	12,000.00	5,500.00	6,500.00	12,000.00	1.00	120.00
AB002 - 2	1/3/2016	Invoice	John Waddington	Installation	80.00	8,000.00	4,000.00	4,000.00	8,000.00	1.00	80.00
AB003 - 1	1/3/2016	Invoice	Peete's Coffee	Furniture	100.00	12,000.00	5,500.00	6,500.00	12,000.00	1.00	120.00
AB003 - 2	1/3/2016	Invoice	Peete's Coffee	Doors	80.00	8,000.00	4,000.00	4,000.00	8,000.00	1.00	80.00
				Total :	590.00	200,000.00	84,500.00	115,500.00	200,000.00		2,000.00