

QCommission

Pay People Properly

Logistics

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.

Case Study

MCG Logistics Greatly Improves its Productivity with QCommission!

MCG Logistics is a global leader in parcel and heavyweight freight audit and logistics warehousing services, specializing in reducing freight and parcel costs for its customers. Founded in 1993 and headquartered in Laguna Hills, California, MCG Logistics' team of industry experts brings a combined 75+ years of heavyweight freight, logistics and parcel shipping experience.

MCG Logistics has complex commission plans for its partners. Commissions need to be calculated monthly from QuickBooks paid invoices. The commission rates are unique for specific customer jobs for each partner. In the past, all of these calculations were done manually using Excel. A lot of time was spent re-entering paid invoice information from QuickBooks to Excel, as well as calculating partner commissions differently for each deal. The manual process lent itself to a high degree of errors, and more importantly, a tremendous amount of wasted company resources.

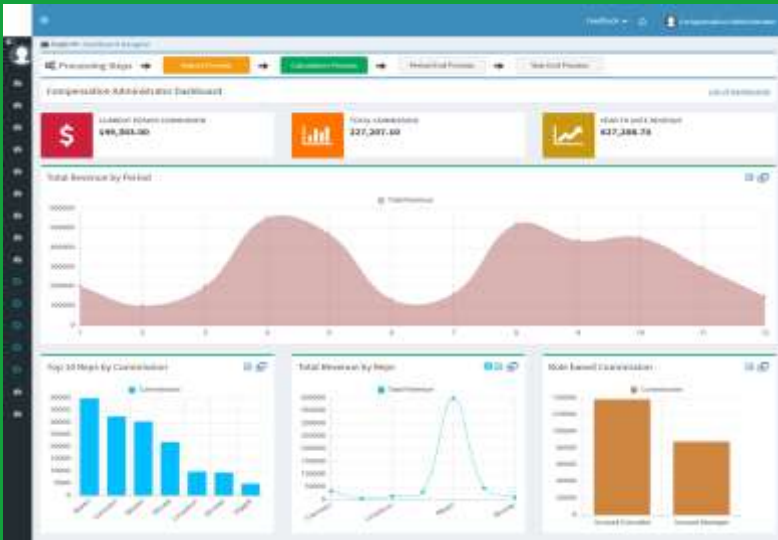
Bridget Miller, who was responsible for commissions administration, realized the problem with their manual calculation process and found QCommission, which could automate the process. The QCommission implementation team worked diligently with Bridget to configure all of MCG's unique commission plans. The programming and implementation was completed within the estimated timeframe, and the QCommission team effectively trained her to use the software going forward.

Upon completion of the testing and training, she was able to add additional payees, efficiently update percentages where required, import paid invoices from QuickBooks, calculate and produce detailed commission statements for all payees. "The calculation process used to take us about 5 days to complete and now takes just minutes!", Bridget said. "Our commission structure and reports are now very clear, concise, and accurate. I would recommend QCommission to any company still in the 'dark ages' of manually calculating commissions."

Quote

"The calculation process used to take us about 5 days to complete and now takes just minutes! Our commission structure and reports are now very clear, concise, and accurate. I would recommend QCommission to any company still in the 'dark ages' of manually calculating commissions."

Bridget Miller - Project Coordinator, MCG Logistics



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.

Company : Office Building Solutions Inc.

Commission

Payee Ranking by Statement

Sort Category : Standard (High to Low) Period Date : 2006

Rank	Payee Name	Cred Amt	Debit Amt	Net Amt	Job Category	Termination ID
1	Standard	62,500.00	0.00	62,500.00	Std Office	
2	Standard	42,500.00	0.00	42,500.00	Std Office	

Office Building Solutions Inc. - Sales Commission Statement

Commission

Page No : 1
Page Name : AAR000001
Period : 1/1/2006 - 1/31/2006
Print Date : 8/27/2007
Chart Year : 2006

Print By : Admin (11173) (8/27/2007)
Printed By : Admin (11173) (8/27/2007)

Print Date : 8/27/2007
Printed By : Admin (11173) (8/27/2007)

Item	Date	Type	Amount	CPY	Subst	Job	Emp	Job	Emp	Job	Emp	Job	Emp	Total
Standard (High to Low)														
AAR000001	1/1/2006	Income	62,500.00											62,500.00
AAR000002	1/1/2006	Income	42,500.00											42,500.00
TOTAL			105,000.00											105,000.00

Print Date : 8/27/2007
Printed By : Admin (11173) (8/27/2007)

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Company : Office Building Solutions Inc.

Commission

Print Year : 2006

Print Date : 8/27/2007

Date : 8/27/2007

Transaction ID	Customer ID	Transaction Type	Trans Date	Trans Date	Type	Subst	Job	Emp	Job	Emp	Job	Emp	Total
1/1/2006		Standard	1/1/2006	1/1/2006	Income								600.00
1/1/2006		Standard	1/1/2006	1/1/2006	Income								2,000.00
1/1/2006		Standard	1/1/2006	1/1/2006	Income								200.00
1/1/2006		Standard	1/1/2006	1/1/2006	Income								900.00
TOTAL													3,700.00

Print Date : 8/27/2007

Date : 8/27/2007

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Item	Date	Type	Amount	CPY	Subst	Job	Emp	Job	Emp	Job	Emp	Job	Emp	Total
Standard (High to Low)														
AAR000001	1/1/2006	Income	50,000.00											50,000.00
AAR000002	1/1/2006	Income	30,000.00											30,000.00
AAR000003	1/1/2006	Income	10,000.00											10,000.00
AAR000004	1/1/2006	Income	10,000.00											10,000.00
AAR000005	1/1/2006	Income	10,000.00											10,000.00
AAR000006	1/1/2006	Income	10,000.00											10,000.00
AAR000007	1/1/2006	Income	10,000.00											10,000.00
AAR000008	1/1/2006	Income	10,000.00											10,000.00
AAR000009	1/1/2006	Income	10,000.00											10,000.00
AAR000010	1/1/2006	Income	10,000.00											10,000.00
AAR000011	1/1/2006	Income	10,000.00											10,000.00
AAR000012	1/1/2006	Income	10,000.00											10,000.00
TOTAL			200,000.00											200,000.00

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