



**QCommission**

Pay People Properly

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

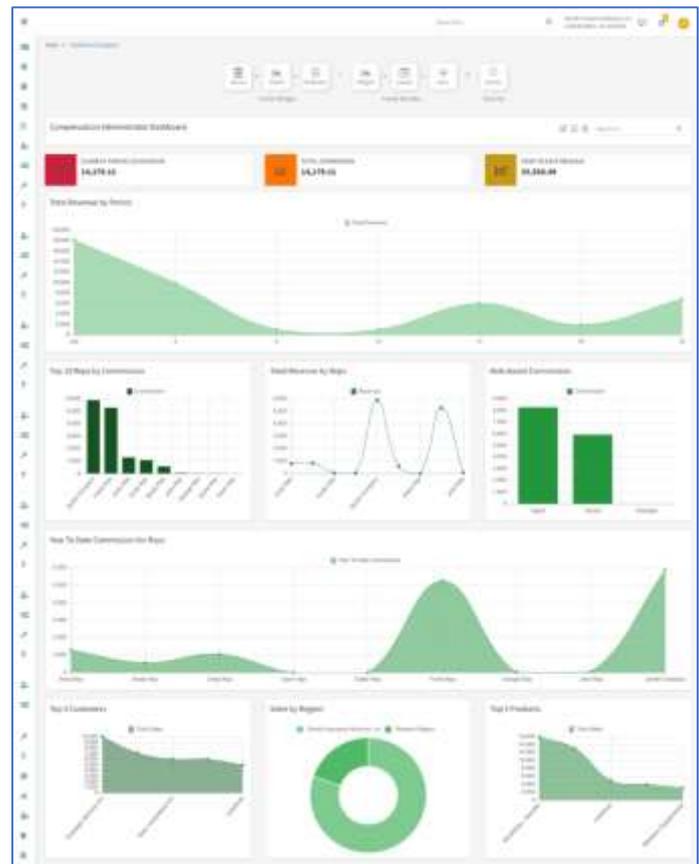
### Overview

QCommission enables you to quickly calculate commission, draw and bonuses, verify results and distribute this information to your account executives, project managers and consultants. 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 Leads, Sales, Clawbacks and SPIFF, 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 Quota, Attainment and Attainment Percentage
- Pay different commission rates for sales reps, Managers, etc.
- 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 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.

### **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 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.



