

The background features a large, abstract graphic on the left side composed of various shades of green triangles and polygons, creating a dynamic, geometric pattern. The rest of the background is plain white.

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.

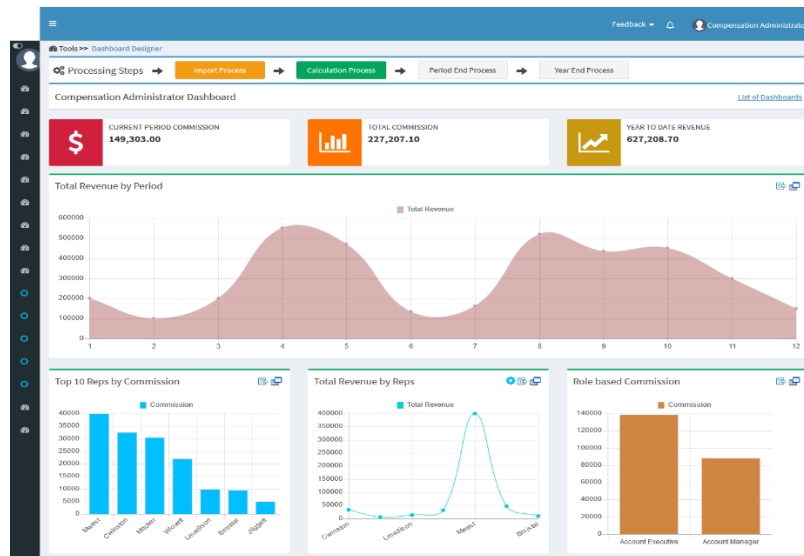
Calculate Accurately with Flexible Rules

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.

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

QCommission

Pay People Properly

Reporting

Company : Office Building Solutions Inc.

Payment by Transaction ID

Customer ID : AAG01
 Transaction Type : Invoice
 Title : Overhead-Property
 Title Line : Invoice

Date	Period	Qty	Unit Price	Product	Product ID	Sale Amt	Commission	Commission Rate	Payable	Payable Amt
1/1/2006	1	1	Standard	Cisco Router	50,000.00	20.00	50,000.00	0.00	1	112,000.00
1/1/2006	1	1	Standard	Cisco Router	50,000.00	20.00	30,000.00	0.00	1	80.00
1/1/2006	1	2	Standard	McAfee Firewall	20,000.00	5.00	20,000.00	0.00	1	80.00
1/1/2006	1	2	Standard	McAfee Firewall	20,000.00	5.00	12,000.00	0.00	1	80.00
Total :										4,060.00

Sales Commission Statement

Plan ID : Sales Rep Plan
 Period : 1/1/2006 - 12/31/2006
 Position : Sales Rep
 Fiscal Year : 2006

Gross Payout Amt : 3,500.00
 Driver/Adj Adjustment : .00
 Cap Adjustment : .00
 Other Adjustment : .00

Net Payout Amt : 3,500.00

Item	Product ID	Qty	Sale Amount	Cost	Commission Rate	Commission Amount	Paid Amount
Products Properties Cisco Router		20.00	50,000.00	20,000.00	30,000.00	8,000.00	2,400.00
Products Properties McAfee Firewall		5.00	20,000.00	8,000.00	12,000.00	8,000.00	960.00
Total :		25.00	70,000.00	28,000.00	42,000.00	42,000.00	3,360.00
Products Properties Cisco Consulting		100.00	12,000.00	5,500.00	6,500.00	12,000.00	3,000.00
Products Properties Computer Consulting		80.00	8,000.00	4,000.00	4,000.00	8,000.00	240.00
Total :		180.00	20,000.00	9,500.00	10,500.00	20,000.00	680.00

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Company : Office Building Solutions Inc.

Payee Ranking By Attainment

Perf Category : Product Gross Profit
 Final Year : 2006
 Period : 1

Payee ID	Payee Name	Goal Amt	Attainment	Ranking	Job Category	Territory ID
Bmatters	Beth Matters	.00	66,000.00	1	Sales Rep	West Office
Aandrick	Al Andrick	.00	42,000.00	2	Sales Rep	West Office

Sales Commission Statement

Plan ID : Sales Manager Plan
 Period : 1/1/2006 - 12/31/2006
 Position : Sales Manager
 Fiscal Year : 2006

Gross Payout Amt : 3,052.00
 Driver/Adj Adjustment : .00
 Cap Adjustment : .00
 Other Adjustment : .00

Net Payout Amt : 3,052.00

Group	Customer	Product ID	Sale Amount	Commission Rate	Commission Amount	Paid Amount
Customer Properties			Goal Amt : .00			
Customer Properties	Cisco Router		50,000.00	1,000.00	50,000.00	500.00
Customer Properties	McAfee Firewall		20,000.00	1,000.00	20,000.00	200.00
Customer Properties	Computer Consulting		12,000.00	1,000.00	12,000.00	120.00
Customer Properties	Computer Consulting		8,000.00	1,000.00	8,000.00	80.00
Oracle Inc	Oracle Lift Systems		100,000.00	1,000.00	100,000.00	1,000.00
Oracle Inc	APS Power Chair		10,000.00	1,000.00	10,000.00	100.00
Oracle Inc	Computer Consulting		7,200.00	1,000.00	7,200.00	72.00
Oracle Inc	Computer Consulting		8,000.00	1,000.00	8,000.00	80.00
Oracle Inc	Intel Xeon 3x4k		30,000.00	1,000.00	30,000.00	300.00
Oracle Inc	Sun J2840		60,000.00	1,000.00	60,000.00	600.00
Total :			365,200.00		365,200.00	3,052.00

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