

A large, abstract graphic on the left side of the page, composed of various shades of green triangles and polygons, creating a dynamic, geometric pattern.

QCommission

Pay People Properly

www.qcommission.com

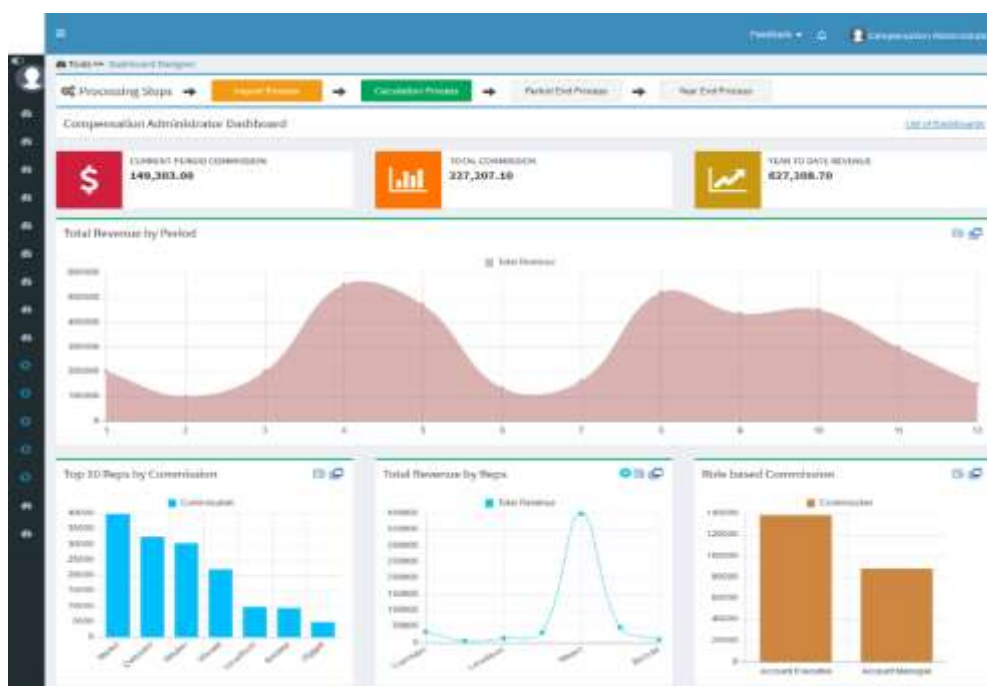
Overview

QCommission enables you to quickly calculate commission, verify results and distribute this information to your agencies, agents, brokers and staff. You can present the commission information in such a way that the sales people clearly understand 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 sales people 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.

- Handle multiple manufacturers related commissions
- Setup or import Sales Orders written to customers on manufacturer's behalf
- Calculate incoming commissions due from manufacturer based on sales orders
- Have unique commission calculations for each manufacturer
- Receive commission statements from manufacturers and enter/import into system
- Calculate commissions due to payees
- Pay commissions at the time of sales order, when customer billed or when manufacturer pays
- Pay commissions as flat amounts or as percentages
- Have unique commission plans by payees
- Split commissions between payees
- Pay commissions by sales or profit
- Pay tiered commissions rates by sales volume
- Pay overrides to sales managers.
- Pay weekly, bi-weekly, twice-monthly, monthly.



Import/Export

QCommission is designed to integrate with QuickBooks®, Salesforce.com, Sage Peachtree, MS Dynamics GP, MS Dynamics Axapta 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 manufacturer data from Excel, PDF and fixed or text-delimited files.
- Export Commissions payouts for accounts payable and payroll
- Export data to Excel, and fixed or text-delimited file formats.

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.

Case Study

Larry Gerber, Inc.

Larry Gerber, Inc., is a Manufacturing Rep firm based in the Northeast United States, providing sales services for fabrics and related soft goods. The primary customer base for this firm is the Interior Design business.

Larry Gerber, the owner of the firm, had been looking for a commissions software that would calculate commissions on a monthly basis. Larry's firm represents many different manufacturers, each of whom had their own unique commission rate programs. It was a very complicated set of calculations to complete for his representatives.

Larry had been using a FoxPro based application called SBT for his accounting needs. SBT had recently been acquired by AccPac, another accounting software vendor. Larry had this to say about his current environment "Record keeping was a nightmare and it was very difficult to get the reports I needed out of the system."

Larry asked his accountant to find a software system that would fill his needs. His accountant was using QuickBooks and was able to find Qcommission that integrates with QuickBooks. After a discussion with the Qcommission salesperson, Larry was able to decide on using Qcommission on the same day and bought the software. He also will be using QuickBooks for his accounting needs.

"Within a matter of weeks, I had my commission system set up and running. Last month I ran my commission calculations for the first time and was able to produce and distribute commission statements. Basha, the implementation consultant, had the patience to guide me through

The implementation process very smoothly", says Larry. "I have already recommended Qcommission to other rep groups like mine".

Quote

"Within a matter of weeks, I had my commission system set up and running. Last month I ran my commission calculations for the first time and was able to produce and distribute commission statements. Basha, the implementation consultant, had the patience to guide me through the implementation process very smoothly. I have already recommended Qcommission to other rep groups like mine".

Larry Gerber Owner
Larry Gerber, Inc.

Payees Commissions Report by Territory



Fiscal Year	Payee ID	Payee Name	Position	Gross Pay Amount	Company	Draw Adjustment	Cap Adj
Territory : ABC Associates, Inc.							
2017	ABC-Associates	ABC Associates	House	8000.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Perry Principal	Perry Principal	Principal	800.00	Zenith Manufacturing Rep, Inc	0.00	0.00
Territory : California-North							
2017	Andy Rep	Andy Rep	Sales Rep	1850.00	Zenith Manufacturing Rep, Inc	0.00	0.00
Territory : California-South							
2017	Erin Rep	Erin Rep	Sr Sales Rep	8850.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Charlie Rep	Charlie Rep	Sr Sales Rep	10225.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Dana Rep	Dana Rep	Sr Sales Rep	1400.00	Zenith Manufacturing Rep, Inc	0.00	0.00

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Zenith Manufacturing Rep, Inc - Sales Commission Statement

Payee ID	: Andy Rep	Plan ID	: Sales Rep Commission Plan	Gross Payroll Amt	: 1,650.00	Balance	: 0.00
Payee Name	: Andy Rep	Period	: 1/1/2017 - 12/31/2017	Draw-Adj. Adjustment	: 0.00	Draw-Adj. Adjustment	: 0.00
Territory ID	: California-North	Position	: Sales Rep	Cap Adjustment	: 0.00	Cap Adjustment	: 0.00
Currency	: USD	Fiscal Year	: 2017	Minimum Per. Adjustment	: 0.00	Minimum Per. Adjustment	: 0.00
				Other Adjustment	: 0.00	Other Adjustment	: 0.00
				Adjustment To Payroll	: 0.00	Adjustment To Payroll	: 0.00
				Recovery From Payroll	: 0.00	Recovery From Payroll	: 0.00
				Net Payroll Amt	: 1,650.00	Net Payroll Amt	: 1,650.00

Tax	Date	Type	Comp	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Comm Amount	Paid Amount
Comments										
Territory ID : Sales Commission Goal Amt : 0.00										
EB000-2	1/1/2017	Payments		ABC Construction	Construction	2,000.00	2,000.00	15.00	300.00	300.00
EB000-1	1/1/2017	Payments		Beckwood Building	Spectra Laser Horizontal	4,500.00	4,500.00	15.00	675.00	675.00
EB000-2	1/1/2017	Payments		Beckwood Building	Spectra Laser Pipe	4,500.00	4,500.00	15.00	675.00	675.00
						Total	11,000.00		11,000.00	1,650.00