

QCommission

Pay People Properly

Manufacturer Rep Agency

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.

- Handle multiple manufacturer 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.

Case Study

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

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Larry Gerber Owner

Larry Gerber, Inc.



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 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

- Produce incoming commission due statements from manufacturers
- Produce detailed commission statements by payee.
- Reproduce commission statements for prior periods.
- Report on split credits and uncredited transactions.
- Email commission statements to payees.
- View commission statements through the web.



Payees Commissions Report by Territory

Fiscal Year	Payee ID	Payee Name	Position	Commission %	Company	Commission	Cap Adj
2017	ABC Associates	ABC Associates	Hub	100.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Perry Principal	Perry Principal	Principal	100.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Andy Rep	Andy Rep	Sales Rep	100.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Brad Rep	Brad Rep	Sr Sales Rep	100.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Chris Rep	Chris Rep	Sr Sales Rep	100.00	Zenith Manufacturing Rep, Inc	0.00	0.00
2017	Dana Rep	Dana Rep	Sr Sales Rep	100.00	Zenith Manufacturing Rep, Inc	0.00	0.00

Zenith Manufacturing Rep, Inc - Sales Commission Statement



Fiscal Year	2017	Period	11/1/2017 - 11/30/2017	Product ID	Commission	Commission Rate	Total
Payee Name	ABC Associates, Inc	Position	Principal	Product ID	Commission	Commission Rate	Total
Company	USD	Fiscal Year	2017	Product ID	Commission	Commission Rate	Total
Net Payable	0.00	Net Payable Amt	0.00	Product ID	Commission	Commission Rate	Total

Trans ID	Date	Type	Group	Customer	Product ID	Sales Amount	Commission Rate	Total
20001-2	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-3	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-4	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-5	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-6	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-7	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-8	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-9	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-10	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-11	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-12	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-13	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-14	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-15	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-16	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-17	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-18	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-19	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-20	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00



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20001-3	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-4	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-5	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-6	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-7	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-8	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-9	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-10	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-11	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
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20001-14	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-15	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-16	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-17	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-18	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00
20001-19	11/1/2017	Payment	Admin Commission	Admin Commission	Deal	2,000.00	0.00	40.00
20001-20	11/1/2017	Payment	Admin Commission	Admin Commission	Commission	2,000.00	0.00	40.00



Transaction Reports

Fiscal Year	Transaction ID	Transaction Description	Transaction ID	Transaction Description	Total No. of Lines	Transaction ID	Transaction Description	Total No. of Lines	Transaction ID	Transaction Description	Gross Profit
2017	AA201	AA201	AA201	AA201	1	AA201	AA201	1	AA201	AA201	20000.00
2017	BB201	BB201	BB201	BB201	2	BB201	BB201	2	BB201	BB201	20000.00
2017	CC201	CC201	CC201	CC201	3	CC201	CC201	3	CC201	CC201	20000.00
2017	DD201	DD201	DD201	DD201	4	DD201	DD201	4	DD201	DD201	20000.00
2017	EE201	EE201	EE201	EE201	5	EE201	EE201	5	EE201	EE201	20000.00
2017	FF201	FF201	FF201	FF201	6	FF201	FF201	6	FF201	FF201	20000.00
2017	GG201	GG201	GG201	GG201	7	GG201	GG201	7	GG201	GG201	20000.00
2017	HH201	HH201	HH201	HH201	8	HH201	HH201	8	HH201	HH201	20000.00
2017	II201	II201	II201	II201	9	II201	II201	9	II201	II201	20000.00
2017	JJ201	JJ201	JJ201	JJ201	10	JJ201	JJ201	10	JJ201	JJ201	20000.00
2017	KK201	KK201	KK201	KK201	11	KK201	KK201	11	KK201	KK201	20000.00
2017	LL201	LL201	LL201	LL201	12	LL201	LL201	12	LL201	LL201	20000.00
2017	MM201	MM201	MM201	MM201	13	MM201	MM201	13	MM201	MM201	20000.00
2017	NN201	NN201	NN201	NN201	14	NN201	NN201	14	NN201	NN201	20000.00
2017	OO201	OO201	OO201	OO201	15	OO201	OO201	15	OO201	OO201	20000.00
2017	PP201	PP201	PP201	PP201	16	PP201	PP201	16	PP201	PP201	20000.00
2017	QQ201	QQ201	QQ201	QQ201	17	QQ201	QQ201	17	QQ201	QQ201	20000.00
2017	RR201	RR201	RR201	RR201	18	RR201	RR201	18	RR201	RR201	20000.00
2017	SS201	SS201	SS201	SS201	19	SS201	SS201	19	SS201	SS201	20000.00
2017	TT201	TT201	TT201	TT201	20	TT201	TT201	20	TT201	TT201	20000.00
2017	UU201	UU201	UU201	UU201	21	UU201	UU201	21	UU201	UU201	20000.00
2017	VV201	VV201	VV201	VV201	22	VV201	VV201	22	VV201	VV201	20000.00
2017	WW201	WW201	WW201	WW201	23	WW201	WW201	23	WW201	WW201	20000.00
2017	XX201	XX201	XX201	XX201	24	XX201	XX201	24	XX201	XX201	20000.00
2017	YY201	YY201	YY201	YY201	25	YY201	YY201	25	YY201	YY201	20000.00
2017	ZZ201	ZZ201	ZZ201	ZZ201	26	ZZ201	ZZ201	26	ZZ201	ZZ201	20000.00
2017	AAA201	AAA201	AAA201	AAA201	27	AAA201	AAA201	27	AAA201	AAA201	20000.00
2017	BBB201	BBB201	BBB201	BBB201	28	BBB201	BBB201	28	BBB201	BBB201	20000.00
2017	CCC201	CCC201	CCC201	CCC201	29	CCC201	CCC201	29	CCC201	CCC201	20000.00
2017	DDD201	DDD201	DDD201	DDD201	30	DDD201	DDD201	30	DDD201	DDD201	20000.00
2017	EEE201	EEE201	EEE201	EEE201	31	EEE201	EEE201	31	EEE201	EEE201	20000.00
2017	FFF201	FFF201	FFF201	FFF201	32	FFF201	FFF201	32	FFF201	FFF201	20000.00
2017	GGG201	GGG201	GGG201	GGG201	33	GGG201	GGG201	33	GGG201	GGG201	20000.00
2017	HHH201	HHH201	HHH201	HHH201	34	HHH201	HHH201	34	HHH201	HHH201	20000.00
2017	III201	III201	III201	III201	35	III201	III201	35	III201	III201	20000.00
2017	JJJ201	JJJ201	JJJ201	JJJ201	36	JJJ201	JJJ201	36	JJJ201	JJJ201	20000.00
2017	KKK201	KKK201	KKK201	KKK201	37	KKK201	KKK201	37	KKK201	KKK201	20000.00
2017	LLL201	LLL201	LLL201	LLL201	38	LLL201	LLL201	38	LLL201	LLL201	20000.00
2017	MMM201	MMM201	MMM201	MMM201	39	MMM201	MMM201	39	MMM201	MMM201	20000.00
2017	NNN201	NNN201	NNN201	NNN201	40	NNN201	NNN201	40	NNN201	NNN201	20000.00
2017	OOO201	OOO201	OOO201	OOO201	41	OOO201	OOO201	41	OOO201	OOO201	20000.00
2017	PPP201	PPP201	PPP201	PPP201	42	PPP201	PPP201	42	PPP201	PPP201	20000.00
2017	QQQ201	QQQ201	QQQ201	QQQ201	43	QQQ201	QQQ201	43	QQQ201	QQQ201	20000.00
2017	RRR201	RRR201	RRR201	RRR201	44	RRR201	RRR201	44	RRR201	RRR201	20000.00
2017	SSS201	SSS201	SSS201	SSS201	45	SSS201	SSS201	45	SSS201	SSS201	20000.00
2017	TTT201	TTT201	TTT201	TTT201	46	TTT201	TTT201	46	TTT201	TTT201	20000.00
2017	UUU201	UUU201	UUU201	UUU201	47	UUU201	UUU201	47	UUU201	UUU201	20000.00
2017	VVV201	VVV201	VVV201	VVV201	48	VVV201	VVV201	48	VVV201	VVV201	20000.00
2017	WWW201	WWW201	WWW201	WWW201	49	WWW201	WWW201	4			