

The background features a large, abstract geometric shape composed of various shades of green triangles and polygons, extending from the top-left and bottom-left corners towards the center of the page.

QCommission

Pay People Properly

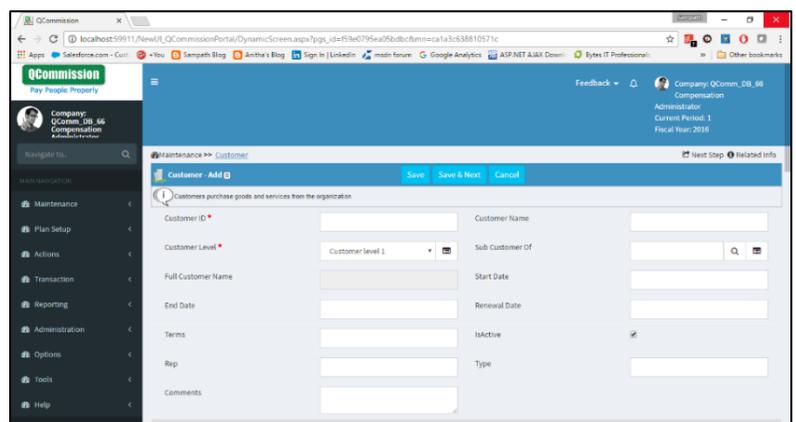
www.qcommission.com

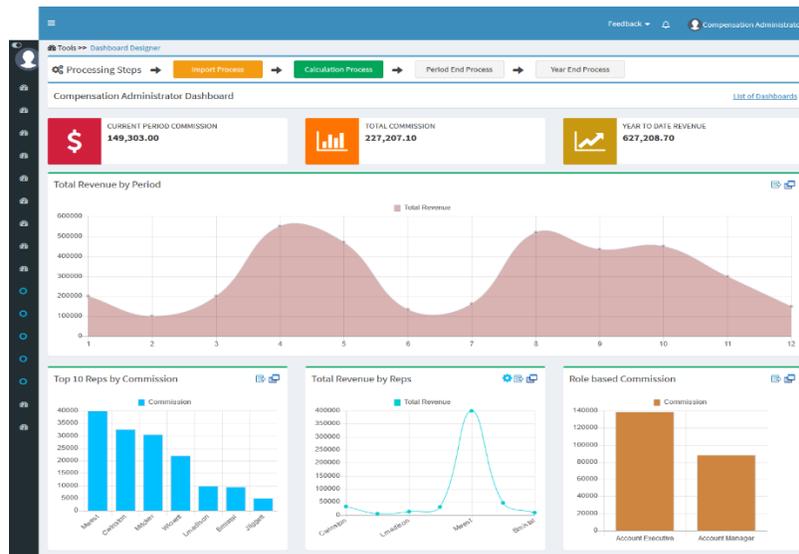
QCommission enables you to quickly calculate commission, draw and bonuses, verify results and distribute this information to your account executives, recruiters, consultants and managers. Present the commission information in such a way that your staff clearly understands what they are being paid and 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 employees, channel, manufacturer rep agencies, brokers, and distributors
- Track sales at rep level but pay commissions to agencies.
- Have unique commission plans by payees.
- Split commissions between payees.
- Credit sales to payee by order, customer, territory, and other criteria.
- Split commissions between sold-to and ship-to territories
- Pay commissions at the time of sales order, invoicing or when customer pays.
- Pay commissions as flat amounts or as percentages.
- Pay commissions on quota based tiered attainment of sales.
- Pay different commission rates by products.
- Pay commissions by sales or profit.
- Vary commission rate by discounting.
- Adjust commission payouts by expenses.
- Pay overrides to sales managers.
- Pay weekly, bi-weekly, twice-monthly, monthly, quarterly, etc.
- Present commission statements and payout summary via workflow for approvals.
- Calculate and pay in multiple currencies.
- Calculate and pay royalties to third parties based on products.





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 CRM system including Customers and closed Opportunities.
- Import data from accounting system including Invoices, Expenses, Payees, Customers, and Products.
- Import data from multiple varies POS files of distributors, identify and correct errors and mapping.
- Import from manufacturer data from Excel, PDF and fixed or text-delimited files.
- Export Commissions payouts for accounts payable and payroll data formats
- Export to multiple countries' payrolls for pay-checks
- 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.

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Zenith Manufacturing Rep, Inc - Sales Commission Statement

Plan ID : Perry Principal
 Period : [1/1/2017 - 1/31/2017]
 Position : Principal
 Fiscal Year : 2017

Gross Pay Amt : 950.00
 Draw/Adv Adjustment : 0.00
 Cap Adjustment : 0.00
 Minimum Pay Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Payroll : 0.00
 Recovery From Payroll : 0.00
 Net Payroll Amt : 950.00

Payee Name	Position	Company	Gross Pay Amount	Draw Adjustment	Cap Adj
Territory : ABC Associates, Inc.					
2017 ABC Associates	House	Zenith Manufacturing Rep, Inc	900.00	0.00	0.00
2017 Perry Principal	Principal	Zenith Manufacturing Rep, Inc	950.00	0.00	0.00
Territory : California-North					
2017 Andy Rep	Sales Rep	Zenith Manufacturing Rep, Inc	1950.00	0.00	0.00
Territory : California-South					
2017 Brad Rep	S Sales Rep	Zenith Manufacturing Rep, Inc	850.00	0.00	0.00
2017 Charlie Rep	S Sales Rep	Zenith Manufacturing Rep, Inc	10225.00	0.00	0.00
2017 Diana Rep	S Sales Rep	Zenith Manufacturing Rep, Inc	1400.00	0.00	0.00

Date: 5/10/2018 11:29 AM

Product ID	Sales Amount	Credit Amount	Commission Rate	Net Amount
Construction	2,000.00	2,000.00	2.00	40.00
Drill	2,000.00	2,000.00	2.00	40.00
Construction	2,000.00	2,000.00	2.00	40.00
Drill	2,000.00	2,000.00	2.00	40.00
Construction	2,000.00	2,000.00	2.00	40.00
Food Buildings	2,000.00	2,000.00	2.00	40.00
Spectra Laser Horizontal	4,500.00	4,500.00	2.00	90.00
Spectra Laser Pipe	4,500.00	4,500.00	2.00	90.00
Bechtwood Buildings	9,500.00	9,500.00	2.00	190.00

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Zenith Manufacturing Rep, Inc - Sales Commission Statement

Plan ID : Sales Rep Commission Plan
 Period : [1/1/2017 - 1/31/2017]
 Position : Sales Rep
 Fiscal Year : 2017

Gross Payroll Amt : 1,650.00
 Draw/Adv Adjustment : 0.00
 Cap Adjustment : 0.00
 Minimum Pay Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Payroll : 0.00
 Recovery From Payroll : 0.00
 Net Payroll Amt : 1,650.00

Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Commission Rate	Net Amount
Territory ID : Sales Commission								
1/1/2017	Payments	ABC Construction	Construction	Construction	2,000.00	2,000.00	15.00	300.00
1/2/2017	Payments	Bechtwood Buildings	Bechtwood Buildings	Spectra Laser Horizontal	4,500.00	4,500.00	15.00	675.00
1/2/2017	Payments	Bechtwood Buildings	Bechtwood Buildings	Spectra Laser Pipe	4,500.00	4,500.00	15.00	675.00
Total :					11,000.00	11,000.00		1,650.00

Date: 5/10/2018 11:29 AM

Txn Line	Total No Of Lines	Total No Of Trn	Txn Line Type	Loan Amt	Gross Profit
1	16	8	Standard	20000	20000.00
2	16	8	Standard	20000	20000.00
1	16	8	Standard	2000	2000.00
2	16	8	Standard	2000	2000.00
1	16	8	Standard	2000	2000.00
2	16	8	Standard	2000	2000.00
1	16	8	Standard	2000	2000.00
2	16	8	Standard	2000	2000.00
1	16	8	Standard	30000	30000.00
2	16	8	Standard	30000	30000.00
1	16	8	Standard	4500	4500.00
2	16	8	Standard	4500	4500.00
1	16	8	Standard	9600	9600.00
2	16	8	Standard	17000	17000.00
1	16	8	Standard	2000	2000.00
2	16	8	Standard	2000	2000.00

Transaction Reports

QCommission