

QCommission

Pay People Properly

Media

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.

Case Study

Touring Publications chooses QCommission for their Salesforce.com Integration.

Touring Publications LLC is a media company located in Sevierville, Tennessee, serving 7 eastern states. Touring is a subsidiary of Jones Media. Touring published multiple publications including Best Read Media and OIG.

Touring Publications had very complex commission plans. Advertising contracts are signed with customers and billed monthly. Commissions are paid to the responsible sales rep for the contract duration on a recurring basis. Commission rates normally vary by state and sales rep. Certain customers can have different override commission rates. Commissions were paid on OIG products that are calculated bi-weekly when a payment is received. All calculations were done in Excel. Different Excel files were used to calculate that sometimes led to incorrect results.

The customer contracts and billings were setup in Salesforce.com. Sales reps were associated with the contracts. Integration was required with the customers, contracts and payments to be able to pay commissions in an automated manner.

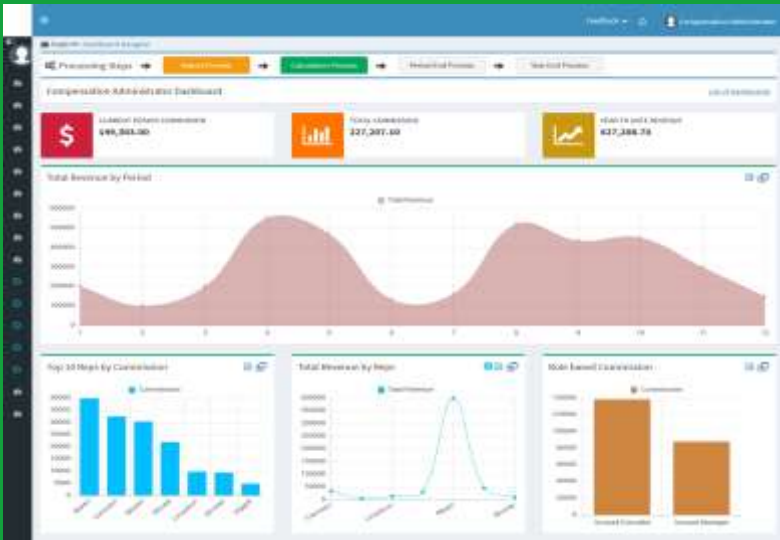
Lori Strosser and Nathanael Smith did some research and found QCommission as a possible solution that could automate their commission calculation as well as integrate with Salesforce.com. After a thorough evaluation including a demo of the product they decided to implement the software.

The QCommission implementation team worked with Lori and Nathanael in gathering all requirements and finishing the project in a reasonable amount of time. "In Salesforce.com, each account is assigned a sales rep and a service rep with their percentages and when the account receives payment, we had to manually calculate commissions for the respective reps, this was very difficult with our manual processes but after implementing QCommission it is automatically calculated with just a few clicks of a button", Nathanael said.

"The commission statement is very clear and shows detailed information of each payment by state and account number with 100% accuracy. We love the software," Lori and Nathanael said.

Quote

"In Salesforce.com, each account is assigned a sales rep and a service rep with their percentages and when the account receives payment, we had to manually calculate commissions for the respective reps, this was very difficult with manual processes but after implementing QCommission it is automatically calculated with just a few clicks of a button", Nathanael said.



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 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

- 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 Media Inc - Sales Commission Statement

Payee ID : A02 Ad Agency Plan ID : Denver Publishing Agency Gross Payable Amt : 402.00 Balance : 0.00
 Payee Name : A02 Advertising Agency Period : 11/1/2018 - 11/30/18 Dep Adj : 0.00 Balance : 0.00
 Territory ID : Chicago Position : Ad Agency Cap Adj : 0.00 Balance : 0.00
 Currency : USD Fiscal Year : 2018 Minus Per Adj : 0.00 Other Adj : 0.00
 Adjustment To Payee : 0.00 Recovery From Payee : 0.00 Net Payable Amt : 402.00

Tax	Date	Type	Group	Customer	Product ID	Taxs Amount	Credit Amount	Commission Rate	Final Amount
Comments: Zenith Media - Sales Commission									
A02-1	11/01/2018	Service	Over Sales	Chicago, Illinois	Outdoor Publishing	11,000.00	11,000.00	3.00	300.00
A02-1	11/01/2018	Service	Over Sales	Abbeville, North	Therapeutic	11,000.00	11,000.00	3.00	300.00
A02-1	11/01/2018	Service	External Sales	Therapeutic	Therapeutic	1,000.00	1,000.00	3.00	18.00
A02-1	11/01/2018	Service	Over Sales	Therapeutic	Therapeutic	3,000.00	3,000.00	3.00	138.00
Total :						15,000.00	15,000.00		656.00

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Zenith Media Inc - Sales Commission Statement

Payee ID : A02 Ad Agency Plan ID : Denver Publishing Agency Gross Payable Amt : 780.00 Balance : 0.00
 Payee Name : A02 Advertising Agency Period : 11/1/2018 - 11/30/18 Dep Adj : 0.00 Balance : 0.00
 Territory ID : Chicago Position : Ad Agency Cap Adj : 0.00 Balance : 0.00
 Currency : USD Fiscal Year : 2018 Minus Per Adj : 0.00 Other Adj : 0.00
 Adjustment To Payee : 0.00 Recovery From Payee : 0.00 Net Payable Amt : 780.00

Tax	Date	Type	Group	Customer	Product ID	Taxs Amount	Credit Amount	Commission Rate	Final Amount
Comments: Zenith Media - Sales Commission									
A02-1	11/01/2018	Service	Over Sales	Chicago, Illinois	Outdoor Publishing	11,000.00	11,000.00	3.00	300.00
A02-1	11/01/2018	Service	Over Sales	Abbeville, North	Therapeutic	11,000.00	11,000.00	3.00	300.00
A02-1	11/01/2018	Service	External Sales	Therapeutic	Therapeutic	1,000.00	1,000.00	3.00	18.00
A02-1	11/01/2018	Service	Over Sales	Therapeutic	Therapeutic	4,000.00	4,000.00	3.00	108.00
A02-1	11/01/2018	Service	Over Sales	Therapeutic	Therapeutic	10,000.00	10,000.00	3.00	100.00
A02-1	11/01/2018	Service	External Sales	Therapeutic	Therapeutic	1,000.00	1,000.00	3.00	70.00
A02-1	11/01/2018	Service	Over Sales	Abbeville, North	Therapeutic	10,000.00	10,000.00	3.00	100.00

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Payees Incentive Commissions Report by Manager

Manager	Payee Name	Position	Company	Period 1	Period 2	Goal	Paid Amt	Att
Manager : David Mgr	Sandy Rep	External Sales Rep	Zenith Media Inc	1	0.00	1250.00		
	Sandy Rep	External Sales Rep	Zenith Media Inc	1	0.00	2100.00		
	Sandy Rep	External Sales Rep	Zenith Media Inc	1	0.00	4700.00		
Manager : Frank Mgr	Frank Rep	Sales Representative	Zenith Media Inc	1	0.00	1600.00		
	Frank Rep	Sales Representative	Zenith Media Inc	1	1000.00	2070.00		
	Frank Rep	Sales Representative	Zenith Media Inc	1	0.00	2470.00		
Total :							7400.00	
Manager : David Mgr	David Mgr	Business Manager	Zenith Media Inc	1	0.00	700.00		
Total :							14200.00	

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Payee Ranking by Attainment

Performance Category	Fiscal Year	Period	Payee ID	Payee Name	Territory ID	Attainment	Attainment Percent	Goal Amount
Job Category : Business Manager	2018	1	David Mgr	David Mgr	Chicago	7800.00	0.00	0.00
		1	Frank Mgr	Frank Mgr	Chicago	5000.00	0.00	0.00
Job Category : Sales Representative	2018	1	Frank Rep	Frank Rep	Chicago	3000.00	0.00	3000.00
		1	David Rep	David Rep	Chicago	1000.00	0.00	0.00
		1	Frank Rep	Frank Rep	Chicago	1000.00	0.00	0.00
Job Category : External Sales Rep	2018	1	Frank Rep	Frank Rep	Chicago	3000.00	0.00	0.00
		1	David Rep	David Rep	Chicago	3000.00	0.00	0.00
Job Category : Ad Agency	2018	1	AMI Ad Agency	AMI Advertising Agency	Chicago	3000.00	0.00	0.00
		1	AMI Ad Agency	AMI Advertising Agency	Chicago	3000.00	0.00	0.00

Zenith Media Inc - Sales Commission Statement



Payer ID : Branch Bay
 Payer Name : Branch Bay
 Territory ID : Chicago
 Currency : USD

Plus ID : Auto Reg Plus
 Period : 1/1/2018 - 1/31/2018
 Position : Sales Representative
 Fiscal Year : 2018

Gross Payer Amt : 212.00
 Days/Adj Adjustment : 1,292.00
 Cap Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Payout : 0.00
 Recovery From Payer : 1,000.00

Release : 1,292.00
 0.00
 0.00
 0.00
 Net Payer Amt : 1,000.00

Trx	Date	Type	Customer	Product ID	QT	Sales Amount	Crtd	Gross Profit	Credit Amount	Commission Rate	Paid Amount
Summary ID : Monthly Executive Sales Commission											
AA07-1	1/30/2018	301818		3018Q001	0.00	7,000.00	0.00	7,000.00	7,000.00	7.00	212.00
Total :											212.00



Transaction Reports

Fiscal Year	Transaction ID	Transaction EFT Date	Trx Line	Total No. Of Lines	Total No. Of Trx	Trx Line Type	Loan Amt	Gross Profit
2018	AA01	1/15/2018	1	11	10 Standard	10,000	10,000.00	
2018	AA02	1/15/2018	1	11	10 Standard	10,000	10,000.00	
2018	AA03	1/30/2018	1	11	10 Standard	5,000	5,000.00	
2018	AA04	1/30/2018	1	11	10 Standard	5,000	5,000.00	
2018	AA05	1/30/2018	1	11	10 Standard	5,000	5,000.00	
2018	AA06	1/30/2018	1	11	10 Standard	10,000	10,000.00	
2018	AA07	1/30/2018	1	11	10 Standard	7,000	7,000.00	
2018	AA08	1/30/2018	2	11	10 Standard	10,000	10,000.00	
2018	AA09	1/30/2018	1	11	10 Standard	5,000	5,000.00	
2018	AA10	1/31/2018	1	11	10 Standard	5,000	5,000.00	



Transactions and Payouts Detail

Customer	Fiscal Year	Transaction EFT Date	Period	Company Name	Payer	Transaction ID 2	Trx Line 2	Trx Type 2
Independent Media	2018	1/15/2018	1	South Media Inc	Direct Vgr	AA01	1	Invoice
	2018	1/15/2018	1	South Media Inc	Print Vgr	AA01	1	Invoice
	2018	1/15/2018	1	South Media Inc	Cable Net	AA01	1	Invoice
	2018	1/15/2018	1	South Media Inc	Direct Vgr	AA02	1	Invoice
	2018	1/15/2018	1	South Media Inc	Cable Net	AA02	1	Invoice
	2018	1/30/2018	1	South Media Inc	Direct Vgr	AA03	1	Invoice
	2018	1/30/2018	1	South Media Inc	Print Vgr	AA03	1	Invoice
	2018	1/30/2018	1	South Media Inc	Cable Net	AA03	1	Invoice
	2018	1/30/2018	1	South Media Inc	Direct Vgr	AA04	1	Invoice
	2018	1/30/2018	1	South Media Inc	Cable Net	AA04	1	Invoice
Independent Print	2018	1/30/2018	1	South Media Inc	Direct Vgr	AA05	1	Invoice
	2018	1/30/2018	1	South Media Inc	Print Vgr	AA05	1	Invoice
	2018	1/30/2018	1	South Media Inc	Cable Net	AA05	1	Invoice
	2018	1/30/2018	1	South Media Inc	Direct Vgr	AA06	1	Invoice
	2018	1/30/2018	1	South Media Inc	Print Vgr	AA06	1	Invoice
	2018	1/30/2018	1	South Media Inc	Cable Net	AA06	1	Invoice
	2018	1/30/2018	1	South Media Inc	Direct Vgr	AA07	1	Invoice
	2018	1/30/2018	1	South Media Inc	Print Vgr	AA07	1	Invoice
	2018	1/30/2018	1	South Media Inc	Cable Net	AA07	1	Invoice
	2018	1/30/2018	1	South Media Inc	Direct Vgr	AA08	1	Invoice
Independent Print	2018	1/30/2018	1	South Media Inc	Direct Vgr	AA09	1	Invoice
	2018	1/30/2018	1	South Media Inc	Print Vgr	AA09	1	Invoice
	2018	1/30/2018	1	South Media Inc	Cable Net	AA09	1	Invoice
	2018	1/30/2018	1	South Media Inc	Direct Vgr	AA10	1	Invoice
	2018	1/30/2018	1	South Media Inc	Print Vgr	AA10	1	Invoice
	2018	1/30/2018	1	South Media Inc	Cable Net	AA10	1	Invoice
	2018	1/30/2018	1	South Media Inc	Direct Vgr	AA08	1	Invoice
	2018	1/30/2018	1	South Media Inc	Print Vgr	AA08	1	Invoice
	2018	1/30/2018	1	South Media Inc	Cable Net	AA08	1	Invoice
	2018	1/30/2018	1	South Media Inc	Direct Vgr	AA07	1	Invoice