

QCommission

Pay People Properly

Printing

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

Vista Color Simplifies Sales Commission Process with the Help of QCommission

Customer Profile

Vista Color is considered a leader and a trendsetter in the graphic arts industry. Vista Color has been providing high quality printing since 1968, and they currently specialize in folding cartons. They serve a wide range of industries like pharmaceutical, food, and private label to name a few. Their staff are highly skilled and are trained to be customer service oriented. Aside from the high-quality products, they are one of the reasons customers keep coming back.

The Challenge

Because Vista Color wants to make sure their sales reps are properly compensated, they decided it was time to automate their sales commission process. Their sales compensation must be processed bi-weekly; however, their previous process did not allow them to share or split commissions on a sales order or invoice which made the entire process painful and time consuming. They had no choice but to do everything manually, which took hours that could've been used for other more productive tasks.

The Solution

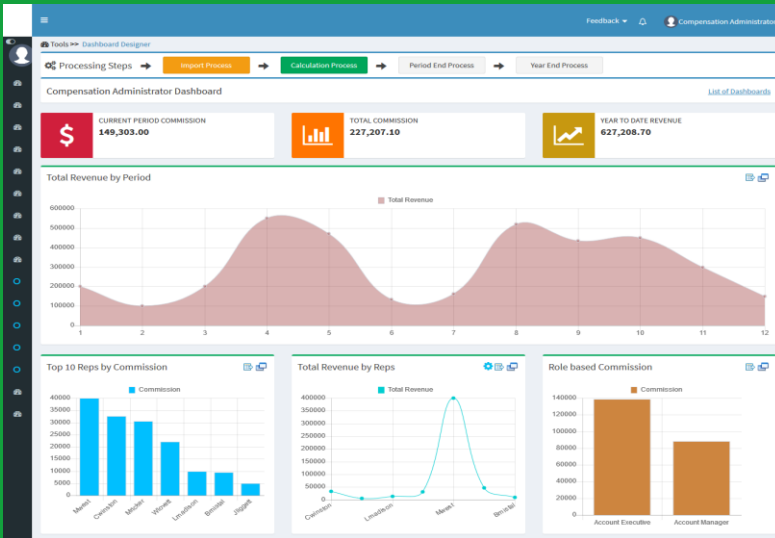
John Moriano, Operations Manager at Vista Color, took to the internet in search of a sales commission solution and found QCommission. After coming to a decision, they decided it was exactly what they needed to successfully automate their company's sales commission process.

The QCommission Team took all the details of Vista Color's sales compensation plan and customized QCommission to work around that, to make sure that they won't have to process their commissions manually again.

Vista Color has now been a satisfied QCommission customer for 8 months.

Quote

"[I like] The ease of use and the visibility it provides to our team. The process and implementation were smooth, and their team is very responsive to our needs." - John Moriano, Operations Manager



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

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.

Crystal Clear Printing, Inc. - Sales Commission Statement

Payee ID : Tammi Johnson
 Payee Name : Tammi Johnson
 Territory ID : Crystal Clear Printing, Inc.
 Currency : USD

Plan ID : Manager Comp Plan
 Period : 1/1/2016 - 1/31/2016
 Position : Sales Manager
 Fiscal Year : 2016

Gross Payout Amt : \$70.00
 Draw/Adj Adjustment : 0.00
 Cap Adjustment : 0.00
 Minimum Pay Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Payout : 0.00
 Recovery From Payout : 0.00
 Net Payout Amt : \$70.00

Txn	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
Incentive ID : Manager Override								Goal Amt : 0.00			
A001-1	1/31/2016	Invoice	City Weekly	Digital Printing	0.00	15,000.00	13,000.00	2,000.00	15,000.00	3.00	450.00
A001-2	1/31/2016	Invoice	Acrobat Advertising	Catalog	0.00	10,000.00	9,000.00	1,000.00	10,000.00	3.00	300.00
A002-1	1/31/2016	Invoice	Fornaso Catering	Direct Mail	0.00	4,000.00	4,000.00	0.00	4,000.00	3.00	120.00
Total					0.00	29,000.00	26,000.00	3,000.00	29,000.00		\$70.00

Crystal Clear Printing, Inc. - Sales Commission Statement

Payee ID : Sally Deit
 Payee Name : Sally Deit
 Territory ID : Crystal Clear Printing, Inc.
 Currency : USD

Plan ID : Essential Designer Comp Plan
 Period : 1/1/2016 - 1/31/2016
 Position : Graphic Designer
 Fiscal Year : 2016

Gross Payout Amt : 0.00
 Draw/Adj Adjustment : 0.00
 Cap Adjustment : 0.00
 Minimum Pay Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Payout : 0.00
 Recovery From Payout : 0.00
 Net Payout Amt : 0.00

Txn	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
Incentive ID : Designer Override								Goal Amt : 0.00			
A002-1	1/31/2016	Invoice	Fornaso Catering	Direct Mail	0.00	4,000.00	4,000.00	0.00	4,000.00	0.00	0.00
Total					0.00	4,000.00	4,000.00	0.00	4,000.00		0.00

Crystal Clear Printing, Inc. - Sales Commission Statement

Payee ID : Johnny Rep
 Payee Name : Johnny Rep
 Territory ID : Crystal Clear Printing, Inc.
 Currency : USD

Plan ID : Sales Rep Comm Plan
 Period : 1/1/2016 - 1/31/2016
 Position : Sales Rep
 Fiscal Year : 2016

Gross Payout Amt : 16,370.00
 Draw/Adj Adjustment : 0.00
 Cap Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Payout : 0.00
 Recovery From Payout : 0.00
 Net Payout Amt : 16,370.00

Txn	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
Incentive ID : Base Commission								Goal Amt : 0		Cumulative Attainment : 29000.00	
A001-1	1/31/2016	Invoice	City Weekly	Digital Printing	0.00	15,000.00	13,000.00	2,000.00	15,000.00	7.00	1,050.00
A001-2	1/31/2016	Invoice	Acrobat Advertising	Catalog	0.00	10,000.00	9,000.00	1,000.00	10,000.00	7.00	700.00
A002-1	1/31/2016	Invoice	Fornaso Catering	Direct Mail	0.00	4,000.00	4,000.00	0.00	4,000.00	3.00	120.00
Total					0.00	29,000.00	26,000.00	3,000.00	29,000.00		1,870.00
Incentive ID : Markup Commission								Goal Amt : 0		Cumulative Attainment : 29000.00	
A001-1	1/31/2016	Invoice	City Weekly	Digital Printing	0.00	15,000.00	13,000.00	2,000.00	15,000.00	50.00	7,500.00
A001-2	1/31/2016	Invoice	Acrobat Advertising	Catalog	0.00	10,000.00	9,000.00	1,000.00	10,000.00	50.00	5,000.00
A002-1	1/31/2016	Invoice	Fornaso Catering	Direct Mail	0.00	4,000.00	4,000.00	0.00	4,000.00	50.00	2,000.00
Total					0.00	29,000.00	26,000.00	3,000.00	29,000.00		14,500.00

Crystal Clear Printing, Inc. - Sales Commission Statement

Payee ID : Johnny Rep
 Payee Name : Johnny Rep
 Territory ID : Crystal Clear Printing, Inc.
 Currency : USD

Plan ID : Sales Rep Comm Plan
 Period : 1/1/2016 - 1/31/2016
 Position : Sales Rep
 Fiscal Year : 2016

Gross Payout Amt : 16,370.00
 Draw/Adj Adjustment : 0.00
 Cap Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Payout : 0.00
 Recovery From Payout : 0.00
 Net Payout Amt : 16,370.00

Payee Ranking by Attainment

Performance Category	Fiscal Year	Period	Payee Name	Territory ID	Attainment	Attainment Percent	Goal A
Job Category : Sales Rep	2016	1/1/2016 - 1/31/2016	Johnny Rep	Crystal Clear Printing, Inc.	29000.00	100.00	0.00
Base Revenue	2016	1/1/2016 - 1/31/2016	Johnny Rep	Crystal Clear Printing, Inc.	29000.00	100.00	0.00
Markup Revenue	2016	1/1/2016 - 1/31/2016	Johnny Rep	Crystal Clear Printing, Inc.	29000.00	100.00	0.00
Job Category : Sales Manager	2016	1/1/2016 - 1/31/2016	Tammi Johnson	Crystal Clear Printing, Inc.	29000.00	100.00	0.00
Manager Override	2016	1/1/2016 - 1/31/2016	Tammi Johnson	Crystal Clear Printing, Inc.	29000.00	100.00	0.00
Job Category : Graphic Designer	2016	1/1/2016 - 1/31/2016	Sally Deit	Crystal Clear Printing, Inc.	4000.00	100.00	0.00
Designer Override	2016	1/1/2016 - 1/31/2016	Sally Deit	Crystal Clear Printing, Inc.	4000.00	100.00	0.00

Payout by Product - Transaction Summary

Product	Start Date	End Date	Sales Amount	Credit Amount	Paid Amount	Currency
Catalog	01/01/16	01/31/16	30000.00	30000.00	8000.00	USD
Digital Printing	01/01/16	01/31/16	45000.00	45000.00	9000.00	USD
Direct Mail	01/01/16	01/31/16	18000.00	18000.00	2240.00	USD
Total			91000.00	91000.00	17240.00	

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