

QCommission

Pay People Properly

Reseller

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 product or service.
- Calculate commissions-based sales revenue or gross profit.
- Calculate gross profit by comparing invoice amounts to item cost, or purchase order amount.
- Pay commissions at time of invoicing, at time of payment or when job is complete.
- Pay different commission rates for sales reps, managers and implementers.
- Pay commissions as a portion of results, flat amounts, tier rate with thresholds, etc.
- Pay commissions as an hourly rate for hours worked.
- Associate Customer to salespeople and pay commissions.
- Release commission payments based on project stages.
- Calculate incentives as often as you want.
- Handle cancellations and adjustments.
- Handle negative payouts.
- Split Sales commissions between multiple payees.
- Pay overrides to sales managers.
- Enter/modify sales transactions directly.
- Pay draws or guaranteed payouts.



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.

Case Study

QCommission satisfies MDP Supply's sales commission calculation needs.

MDP Supply is a leading industrial packaging company. They also produce custom logo plastic bags and custom printed reinforced or non-reinforced paper tape. The company is headquartered in San Clemente, California.

MDP Supply had commission plans paying commissions to all their payees based on gross profit. Commission are calculated from QuickBooks paid invoices and paid out bi-monthly. All of these calculations were done manually using Excel generated from QuickBooks reports. It was taking a long time to calculate these commissions and additional time to resolve the issues.

Mat Deveze, President did some research and compared QCommission with another software that retails for less than \$300. After careful consideration, he decided to go with QCommission since the other software could not calculate gross profit from purchase orders in QuickBooks. He also wanted to integrate the commission solution with QuickBooks in a seamless manner and QCommission filled the bill.

The CellarStone implementation team worked with Mat, gathered all of the commission requirements and helped him build the plans within a reasonable period of time and trained him to use the software. "After having a few sessions with the team, I had the software up and running in our system. I ran few periods and the results are 100% accurate for all the periods," says Mat. "The new commission statements are very clear to the sales reps with detailed information for each invoice line. The statements are now available in a timely manner. I am very happy that I selected QCommission and will recommend this software to others."

Quote

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Mat Deveze – President, MDP Supply

