

The background features a large, abstract geometric shape on the left side, composed of various shades of green triangles and polygons. The shape is positioned vertically, extending from the top to the bottom of the page. The rest of the page is white.

QCommission

Pay People Properly

www.qcommission.com

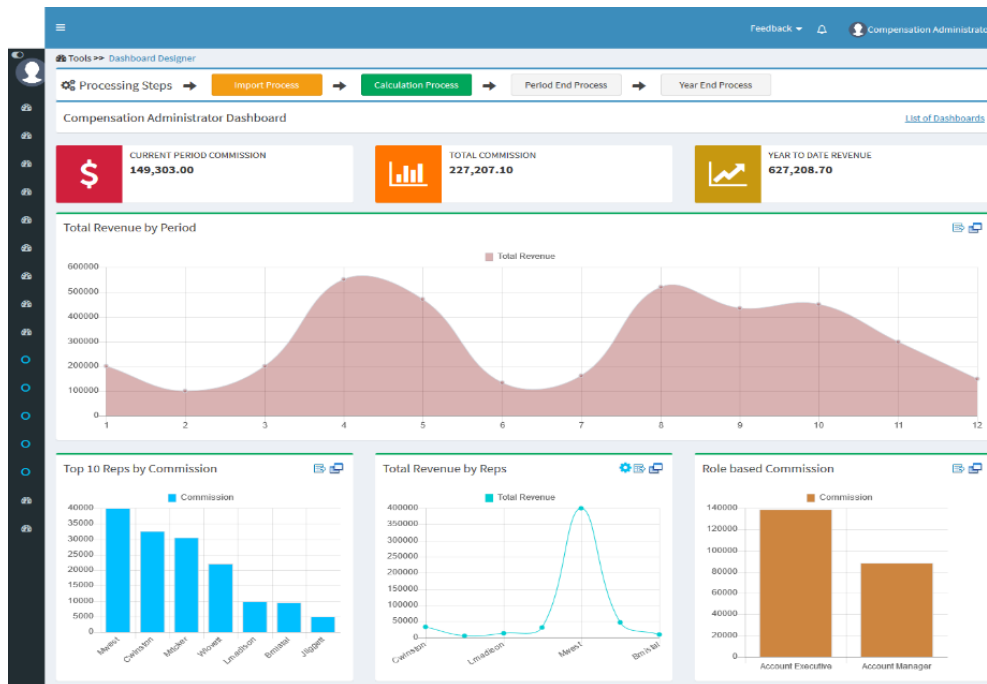
Overview

QCommission enables you to quickly calculate commission, draw, and bonuses, verify results and distribute this information to your Sales Reps, Consultants/Implementers Project Managers and Sales Managers. Present the commission information in such a way that your Sales Reps clearly understand 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 agents 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 process some PDF format files too. 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.

Case Study

Hunt/Chemstation has a smooth automation of commissions using QCommission

ChemStation offers custom-formulated, environmentally friendly industrial cleaning and process chemicals, delivered to refillable containers. Hunt and Company (Hunt) is a franchisee of ChemStation International with multiple locations in four states.

Hunt uses the ChemStation supplied Tank software system for order processing and delivery. Hunt's commission plans had a number of unique requirements. Commissions had to be paid on gross profit after accounting for cost differences between time of order and time of delivery. Commission had to be paid on paid invoices. There were different commission rates for strategic accounts & non-strategic accounts. Commissions had to be split to multiple locations particularly because Hunt managed multiple locations and sales staff sold across the locations. Some accounts had to be paid at special commission rates. Shipping expenses had to be excluded. Hunt also wanted to give sales staff incentive to maintain current customer A/R by paying full commission if the invoice was paid within 60 days. After that commission rate would be reduced based on time.

Hunt was looking for a software application to automate this difficult process. "Our biggest problem in doing manual calculations was keeping track of paid invoices. We also had problems handling split-commissions, plus, we needed better, easier-to-understand commission reports for our salespeople" said Skip Hunt, President of Hunt and Co. At the same time Hunt was also evaluating an accounting system and had decided upon the QuickBooks® Enterprise system. "When we were looking for a software which would work smoothly with QuickBooks® and have flexible commission options, our QuickBooks® Enterprise Solutions Specialist, Rush Rollins, recommended QCommission sales commission software." QCommission was picked as the solution for the commissions portion of the business.

CellarStone, the provider of QCommission, is a Gold Developer partner of Intuit with high customer satisfaction ratings. QCommission integrates easily with QuickBooks® Enterprise Solutions and has been able to accommodate commission "rules" for all the scenarios. QCommission could even handle other scenarios such as adjustments to commission (customer give-aways such as golf balls, hats, etc.) that sales staff provide. The QCommission system was able to take salesperson cost from an extended field of QuickBooks® and sales staff and properly calculate commissions. "The QCommission team worked very flexibly with us even as the requirements and project needs changed. There was quite a bit of data to be converted and they helped navigate that process. They willingly re-configured commission rules if we found we missed a requirement. They've given us the flexible payment rates we need. They handle split commission to be paid to multiple salespeople and a very simple process to add adjustments.

They have delivered everything we asked for and added features we didn't know we needed. Their tech team made this an easy, 'pain-free', professional transition. Every question asked has been answered in a timely, knowledgeable manner. There have not been any issues in getting support even though their support staff are in different time zones from us. The reports are extremely easy to read and we supply a copy of the commission statement to our salespeople at the end of each period. Our sales staffs have commented that the 'new' statements look good and they are able to understand them better than in our old system.

Stephanie Harty - Manager, Hunt and Co., Inc. / ChemStation.

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Payee ID : Jamith
Payee Name : John Smith
Territory ID : West Office
Currency :

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

Gross Pay Amt : 3,622.00
Draw/Adv Adjustment : 0.00
Cap Adjustment : 0.00
Minimum Pay Adjustment : 0.00
Other Adjustment : 0.00
Adjustment To Paymt : 0.00
Recovery From Paymt : 0.00
Net Pay Amt : 3,622.00

Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Full Amount
Sales Manager Override								
Goal Amt : 0.00								
1/1/2016	Invoice		Crossroads Properties	Cisco Router	50,000.00	50,000.00	1.00	500.00
1/1/2016	Invoice		Crossroads Properties	McAfee Firewall	20,000.00	20,000.00	1.00	200.00
1/3/2016	Invoice		Crossroads Properties	Clerks Consulting	12,000.00	12,000.00	1.00	120.00
1/3/2016	Invoice		Crossroads Properties	Dorpanster Consulting	8,000.00	8,000.00	1.00	80.00
1/10/2016	Invoice		Oracle Inc	Out Lift Systems	100,000.00	100,000.00	1.00	1,000.00
1/13/2016	Invoice		Oracle Inc	APS Power Guard	10,000.00	10,000.00	1.00	100.00
1/13/2016	Invoice		Oracle Inc	Clerks Consulting	7,200.00	7,200.00	1.00	72.00
1/13/2016	Invoice		Oracle Inc	Dorpanster Consulting	8,000.00	8,000.00	1.00	80.00

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Payee ID : Aroderrick
Payee Name : Al Roderick
Territory ID : West Office
Currency :

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

Gross Pay Amt : 7,600.00
Draw/Adv Adjustment : 0.00
Cap Adjustment : 0.00
Minimum Pay Adjustment : 0.00
Other Adjustment : 100.00
Adjustment To Paymt : 0.00
Recovery From Paymt : 0.00
Net Pay Amt : 7,700.00

Tra	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Product Gross Profit Commission					Goal Amt : 0.00				
AA001-1	1/1/2016	Invoice		Crossroads Properties	Cisco Router	50,000.00	50,000.00	8.00	4,000.00
AA001-2	1/1/2016	Invoice		Crossroads Properties	McAfee Firewall	20,000.00	20,000.00	8.00	1,600.00
Total :						70,000.00	70,000.00		5,600.00
Incentive ID : Service Sales Commission					Goal Amt : 0.00				
AA002-1	1/3/2016	Invoice		Crossroads Properties	Clerks Consulting	12,000.00	12,000.00	10.00	1,200.00
AA002-2	1/3/2016	Invoice		Crossroads Properties	Dorpanster Consulting	8,000.00	8,000.00	10.00	800.00
Total :						20,000.00	20,000.00		2,000.00

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Date : 5/10/2018 01:50 PM

Payee Ranking by Attainment

Category	Fiscal Year	Period	Payee Name	Territory ID	Attainment	Attainment Percent	Goal Amount	Currency
Sales Manager								
	2016	1	Jamith	West Office	305200.00	0.00	0.00	0.00
Sales Rep								
Self	2016	1	Aroderrick	West Office	70000.00	0.00	0.00	0.00
Self	2016	1	Brennars	West Office	55000.00	0.00	0.00	0.00
	2016	1	Aroderrick	West Office	20000.00	0.00	0.00	0.00
	2016	1	Brennars	West Office	7000.00	0.00	0.00	0.00
Service Revenue								
Job Category : Consultant								
	2016	1	Clerks	West Office	16200.00	0.00	0.00	0.00
	2016	1	Carrie Lords	West Office	16200.00	0.00	0.00	0.00
	2016	1	Dorpanster	West Office	16000.00	0.00	0.00	0.00
	2016	1	Doug Carpenter	West Office	16000.00	0.00	0.00	0.00
	2016	1	Doug Carpenter	West Office	16000.00	0.00	0.00	0.00