

QCommission

Pay People Properly

Retail

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.

- Credit sales by location/store, service, technician
- Pay different commission rate based on type of service
- Pay different commission rate based on billing quantity
- Pay commissions on order, invoices or payments
- Calculate commission on invoicing but pay commissions on payments
- Pay for individual, team and location performance
- Split commissions between sales reps
- Pay commission on revenue, quantity and gross margin
- Pay commission as percent of sale or flat amount
- Vary commission rates by tiers of attainment
- Pay SPIFFs by product and date range
- Pay override to managers by reporting relationship or territory
- Handle reserves and claw-backs
- Accommodate payee transfer between locations
- Pay minimum wage if more than commissions
- Pay commissions weekly, bi-weekly, twice-monthly or monthly
- Prorate commissions to handle employee turnover and transfers
- Integrate with systems such as MS Dynamics, Salesforce.com, QuickBooks, and other systems.

Case Study

SCS Direct Simplifies Sales Commission Process Using QCommission

Customer Profile

SCS Direct is “a leader in consumer products that develops best of breed products across the Toy, Baby, Housewares, Home Improvement and Outdoor Living categories.” Having been in the business for 19 years, they pride themselves in bringing unique products to their customers around the world.

Some of their brands include Cucina Pro, Kuissential, Imperia, Itzbeen, Bentology, Big Buckets, Sculpt Pro, and Planet Fuel to name a few.

The Problem

SCS Direct used to heavily rely on Excel for everything business related, and that included their sales commission processing. Using Excel, it took them 5-7 business days to process their sales commissions every pay period. Sadly, the manual process was extremely time consuming and highly error prone.

They wanted to be able to spend their time analyzing reports rather than creating reports. After researching and looking over several software's compatibility with QuickBooks, they analyzed the cost/benefit ratio of each product and decided that QCommission was their best fit.

The Project

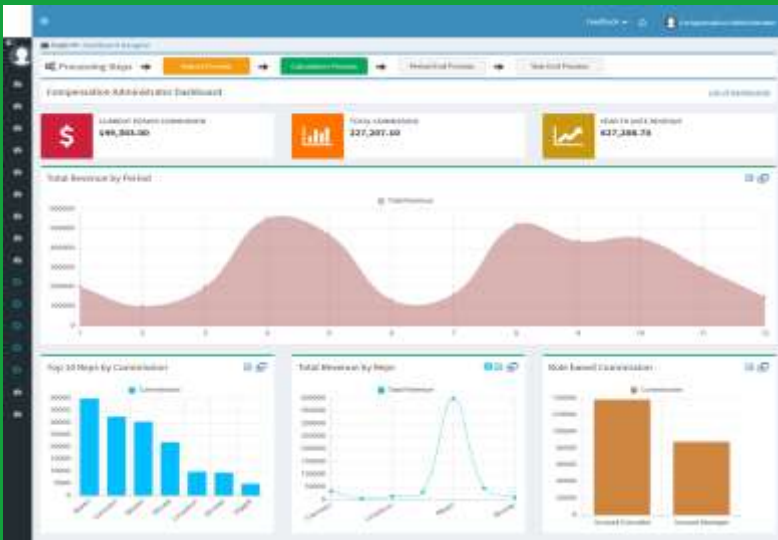
After SCS Direct submitted a Demo Inquiry for QCommission, the QCommission team met with Darren Miglas, Financial Controller for SCS Direct, and all the requirements needed for building a custom solution was discussed. The QCommission team exerted all their effort to ensure that the sales compensation plans, and the entire customization were setup properly and to SCS Direct's specifications.

The commission calculations are derived based on various factors such as By Payee, By Payee - Product, By Payee Exception, By Customer etc. QCommission was able to easily handle the complexity since it is designed to handle complex sales compensation plans and bigger transactions.

SCS Direct has been a satisfied QCommission customer for almost a year now.

Quote

Excellent Experience. As a small company, we are heavily reliant on using Excel to "automate" many of our processes and Sales Rep commissions was no different. As we continue to grow, we know we need better systems in place, so we spend less time doing and more time analyzing. We chose QCommission to be our commission system of choice and couldn't be happier. The implementation team assigned to us were very knowledgeable, responsive, and easy to work with.



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.

After 2 months, we are up and running using the system to calculate our monthly commissions and probably could have.” been sooner if we could have focused 100% of our time to the implementation process. I highly recommend QCommission and am very happy with how well the implementation process went. That credit goes to the team assigned to our account.”

- Darren M. Miglas, Financial Controller, SCS Direct



Pure & Gentle Decides to Upgrade to QCommission

Customer Profile

Pure & Gentle has been in the business of providing people from all over the world pure and gentle soaps for over 20 years. All of their products are non-toxic, hypoallergenic, and verified cruelty free. They only use plant-based ingredients and dye-free formulas.

They are committed to providing their customers only the cleanest of products and it reflects in their commitment to the environment as well. Pure & Gentle is registered and verified as a Climate Leader by the United States EPA and they are also the recipient of the Champion Safer Detergent Stewardship Initiative award – the highest award given for environmental stewardship by the US EPA.

Pure & Gentle even employs carbon neutral shipping so you can receive your orders in an environmentally friendly way.

Some of their products include soaps and shampoos, home cleaning products, anti-allergy and sensitive skin products, baby care, and pet products.

The Problem

Pure and Gentle was using a third-party application before. However, the commission report that they ran through the application took 5 hours to run each time.

Pure and Gentle’s sales compensation plan ranked medium in terms of complexity. Because of the sheer volume of transactions that they needed to run every pay period, they decided to switch to Qcommission.

The Project

The QCommission team met with Candice Parscale and discussed everything that needed to be considered in the development of a tailored solution for Pure and Gentle.

Because Pure and Gentle’s sales commission calculations are medium complex, the Qcommission team was able to get QCommission up and running for them right away. The QCommission team’s focus was to help make Candice’s bi-weekly calculation of sales commissions easier to manage so that she’ll spend less time in running the sales commission reports.

After implementing Qcommission the Quickbooks import time was reduced considerably because the non-commissionable items and zero-dollar value invoices, which were not considered for commission calculations, were ignored during Quickbooks import using the functionality available within the QCommission.

The commission calculations are derived based on various factors such as By Payee, By Product, By Customer etc. QCommission was able to handle the complexity since it is designed to handle complex sales compensation plans and bigger transactions.

Quote

“[They are] very knowledgeable on how to make the product work for you. [Some of the benefits are] paying sale commissions and less time spent running the sales commission reports.”

- Candice Parscale, Pure and Gentle

Date	Sales	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Net Amount
Summary								
Gross Payable Amt						2,700.00		2,700.00
Direct Sales Adjustment						0.00		0.00
Net Payable Amt						2,700.00		2,700.00
Commission								1,000.00
Net Payable Amt						0.00		0.00
Net Payable Amt						0.00		1,710.00
Main Table								
11/12/18	11/12/18	Sales Order			1000	2,000.00		2,000.00
11/13/18	11/13/18	Sales Order			1000	2,000.00		2,000.00
11/14/18	11/14/18	Sales Order			1000	1,200.00		1,200.00
11/15/18	11/15/18	Sales Order			1000	500.00		500.00
Total						5,700.00		5,700.00
Summary								
Gross Payable Amt						5,700.00		5,700.00
Direct Sales Adjustment						0.00		0.00
Net Payable Amt						5,700.00		5,700.00
Commission								4,000.00
Net Payable Amt						0.00		0.00
Net Payable Amt						0.00		1,710.00

Zenith Retail, Inc - Sales Commission Statement



Payee ID : Brenda Rep
 Payee Name : Brenda Rep
 Territory ID : Stamford Mall
 Currency : USD

Plan ID : St. Store Associates Plan
 Period : 1/1/2016 - 1/7/2016
 Position : St. Store Associate
 Fiscal Year : 2016

Gross Pay Amt : \$50.00
 Draw/Adv 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 : \$50.00

Txn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Commission for YTD Sales									
A002 - 1	1/1/2016	Sales Order			White T	2,000.00	2,000.00	5.00	100.00
A002 - 2	1/1/2016	Sales Order			White T	2,000.00	2,000.00	5.00	100.00
A002 - 3	1/1/2016	Sales Order			Socks	1,000.00	1,000.00	5.00	50.00
A002 - 4	1/1/2016	Sales Order			Short Sleeve Shirt	10,000.00	10,000.00	6.00	600.00
Total :						15,000.00	15,000.00		850.00



Payee Ranking by Attainment

Performance Category 2	Fiscal Year 2	Period 2	Payee ID 2	Payee Name 2	Territory ID 2	Attainment 2	Assessment Percent 2	Goal Amount 2	Currency
Job_Category : Sales Manager									
Revenue	2016	1	Jamir	John Smith	West Office	30500.00	0.00	0.00	0.00
Job_Category : Sales Rep									
Product Gross Profit	2016	1	Arcenob	Al Rodrick	West Office	70000.00	0.00	0.00	0.00
Product Gross Profit	2016	1	Broggers	Both Maxons	West Office	60000.00	0.00	0.00	0.00
Service Revenue	2016	1	Arcenob	Al Rodrick	West Office	20000.00	0.00	0.00	0.00
Service Revenue	2016	1	Brauners	Both Maxons	West Office	7500.00	0.00	0.00	0.00
Job_Category : Consultant									
Billad Hours	2016	1	Corda	Carla Loris	West Office	19000.00	0.00	0.00	0.00
Service Gross Profit	2016	1	Corda	Carla Loris	West Office	15000.00	0.00	0.00	0.00
Billad Hours	2016	1	Dampier	Doug Carpenter	West Office	16000.00	0.00	0.00	0.00
Service Gross Profit	2016	1	Doljanter	Doug Carpenter	West Office	16000.00	0.00	0.00	0.00