QCommission

Pay People Properly
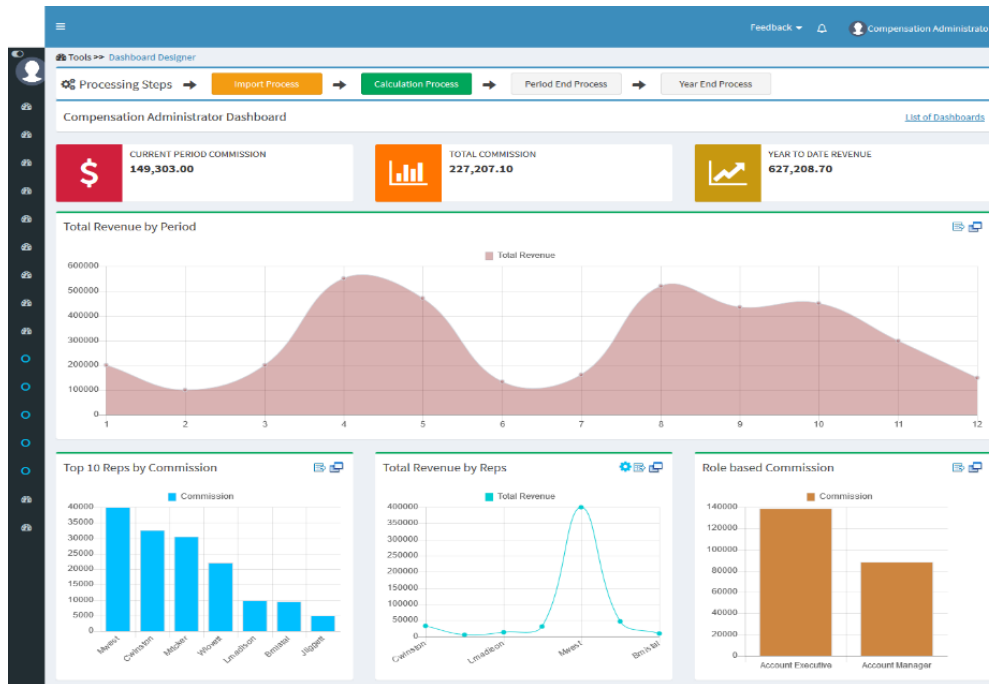
www.qcommission.com

Overview

QCommission enables you to quickly calculate commission, verify results and distribute this information to your agencies, agents, brokers and staff. You can present the commission information in such a way that the sales people 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 sales people 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.

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

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

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.

Zenith Retail, Inc - Sales Commission Statement

Payee ID	: Brenda Rep	Plan ID	: Sr Store Associate Plan	
Payee Name	: Brenda Rep	Period	: 1 [1/1/2016 - 1/7/2016]	
Territory ID	: Stanford Mall	Position	: Sr. Store Associate	
Currency	: USD	Fiscal Year	: 2016	

			Gross Payout Amt :	850.00	Balance
			Draw/Adv Adjustment :	0.00	0.00
			Cap Adjustment :	0.00	0.00
			Minimum Pay Adjustment :	0.00	
			Other Adjustment :	0.00	
			Adjustment To Payout :	0.00	
			Recovery From Payout :	0.00 Net Payout Amt :	850.00

Txn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Commission for YTD Sales					Goal Amt : 100,000.00				
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	Fiscal Year	Period	Payee ID	Payee Name	Territory ID	Attainment	Attainment Percent	Goal Amount	Currency
Job_Category : Sales Manager									
Revenue	2016	1	Jsmith	John Smith	West Office	305200.00	0.00	0.00	
Job_Category : Sales Rep									
Product Gross Profit	2016	1	Aroderick	Al Roderick	West Office	7000.00	0.00	0.00	
Product Gross Profit	2016	1	Bmasters	Beth Masters	West Office	55000.00	0.00	0.00	
Service Revenue	2016	1	Aroderick	Al Roderick	West Office	20000.00	0.00	0.00	
Service Revenue	2016	1	Bmasters	Beth Masters	West Office	7600.00	0.00	0.00	
Job_Category : Consultant									
Billed Hours	2016	1	Clords	Carrie Lords	West Office	19200.00	0.00	0.00	
Service Gross Profit	2016	1	Clords	Carrie Lords	West Office	19200.00	0.00	0.00	
Billed Hours	2016	1	Dcarpenter	Doug Carpenter	West Office	16000.00	0.00	0.00	
Service Gross Profit	2016	1	Dcarpenter	Doug Carpenter	West Office	16000.00	0.00	0.00	

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Page 1 of 1

Zenith Retail, Inc - Sales Commission Statement

Payee ID	: Andy Rep	Plan ID	: Store Associate Plan	
Payee Name	: Andy Rep	Period	: 1 [1/1/2016 - 1/7/2016]	
Territory ID	: Stanford Mall	Position	: Store Associate	
Currency	: USD	Fiscal Year	: 2016	

			Gross Payout Amt :	1,750.00	Balance
			Draw/Adv Adjustment :	0.00	0.00
			Cap Adjustment :	0.00	0.00
			Minimum Pay Adjustment :	0.00	
			Other Adjustment :	0.00	
			Adjustment To Payout :	0.00	
			Recovery From Payout :	0.00 Net Payout Amt :	1,750.00

Txn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Commission					Goal Amt : 0.00				
A001 - 1	1/1/2016	Sales Order			White T	2,000.00	2,000.00	5.00	100.00
A001 - 2	1/1/2016	Sales Order			White T	2,000.00	2,000.00	5.00	100.00
A001 - 3	1/1/2016	Sales Order			Socks	1,000.00	1,000.00	5.00	50.00
A001 - 4	1/1/2016	Sales Order			Short Sleeve Shirt	10,000.00	10,000.00	5.00	500.00
					Total :	15,000.00	15,000.00		750.00
Incentive ID : Spiff					Goal Amt : 0.00				
A001 - 4	1/1/2016	Sales Order			Short Sleeve Shirt	10,000.00	10,000.00	10.00	1,000.00
					Total :	10,000.00	10,000.00		1,000.00