



Risk Management

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.



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 systems including Invoices, Expenses, Payees, Customers and Products.
- Import from Loan Origination Systems (LOS) including Byte files, Calyx Point, Excel, and fixed or text-delimited files.
- Restrict Transaction import using a date range.
- Export Commissions directly to QuickBooks Accounts Payable
- Export data to Excel, and fixed or text-delimited file formats

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
- Generate ADP report or other forms of payroll reports
- View commission statements through the web.

Office Building Solutions Inc. - Sales Commission Statement

Payee ID: AA001-1 | Sales Rep: Chris | Period: 11/1/2006 - 11/30/2006 | Product ID: 2006

Item	Year	Type	Customer	Product ID	Qty	Subs Amount	Cost	Gross Profit	Credit Amount	Comm. Rate	Final Amount
Income ID : Product/Grant/Profit/Commission											
AA001-1	11/2006	Invoice	Overseas Properties - Chris Fowler		25.00	30,000.00	20,000.00	10,000.00	30,000.00	0.0000	2,400.00
AA001-2	11/2006	Invoice	Overseas Properties - Michelle Frawley		5.00	20,000.00	8,000.00	12,000.00	12,000.00	0.0000	960.00
Total											3,360.00
Income ID : Service/Sales/Commission											
AA002-1	11/2006	Invoice	Overseas Properties - Charles Consulting		100.00	12,000.00	5,500.00	6,500.00	12,000.00	3.0000	360.00
AA002-2	11/2006	Invoice	Overseas Properties - Douglas Consulting		60.00	8,000.00	4,000.00	4,000.00	8,000.00	3.0000	240.00
Total											600.00

Net Payable Amt: 3,960.00

Company : Office Building Solutions Inc.

Payee Ranking By Attainment

Payee Category: 1 - Structured Growth | Final Year: 2006

Payee ID	Payee Name	Chal. Amt.	Attainment	Ranking	2-6 Category	Termin. ID
000001	John Manton	00	60,000.00	1	Sales Rep	West Office
000002	Andrew	00	42,000.00	2	Sales Rep	West Office

