

QCommission

Pay People Properly

Software

www.qcommission.com

QCommission enables you to quickly calculate commission, verify results and distribute this information to your inside reps, outside reps and other 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.

Software firms' sales revenue is typically license fees, maintenance contracts and professional services. Occasionally one-time license fees can be substituted by periodic subscription fees on a contracted basis. Sales staff may include direct sales reps, account executives, sales support engineers and managers. Occasionally, external resellers and referral partners may also be involved.

Typical commission plans for these payees may include,

- credit sales by customer, territory or by deal
- pay different rates for different products and services
- Pay tiered rates based on quota attainment
- Pay on license, maintenance, services,
- Pay on Total Contract Value (TCV), Annual Contract Value (ACV) and
- Monthly Recurring Revenue (MRR)
- Pay declining commissions rates for contract years
- Royalty payments to third party products included in sales.

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, account executives sales support, and referral partners.
- Pay commissions as a portion of results, flat amounts, tier rate with thresholds, etc.
- Associate Customer to salespeople and pay commissions.

- 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.
- 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.

Case Study

QCommission Implemented a commission plan that is free of a burden of a manual process



Customer Profile

Emporos is a leading service provider of pharmacy point of sale (POS) solutions. Their MerchantSoft system addresses the unique needs of pharmacies, enabling pharmacists to quickly verify prescriptions and current customer medications.

The Challenge

At the time of implementation, the Company had recently rolled out their commission plan and wished to implement an automated sales commission tool so they could avoid the complexity of calculating commissions manually.

The Solution

The Company looked at various options that interfaced with QuickBooks Enterprise. Ultimately, QCommission was selected because of its full functionality and ability to interface with QuickBooks Enterprise.

Quote

“Our Company uses QCommission with QuickBooks Enterprise to calculate and report sales commission for our sales and account management team. This versatile web-based tool has allowed us to implement a commission plan that is free of the burdens of a manual process. The QCommission Team worked closely with us to help implement and test the system prior to putting it into active production. This tool integrates well with QuickBooks to allow our Company to accurately calculate and pay commission. We are able to pay and report commissions timely, provide visibility to management and payees through the reporting capabilities and complete the process with substantially less effort. The tool has the ability to manage commission plans that range from the simple to the complex, allowing for changes as a company's needs changes. The QCommission Support Team is responsive and has always helped resolve any issues or address questions. I would strongly recommend this tool for any company seeking to efficiently and effectively manage a commission program. QCommission is a versatile and cost-effective web-based system that integrates well with QuickBooks to manage commission plans that range from the simple to the complex”. – Robert Antista, CFO.

Zenith Software Solutions, Inc.
Payees Commissions Incentive Report By Manager

QCommission

Manager : Doug Manager Fiscal Year : 2017

Payee	Position	Incentive	Goal	Attainment	Amt	Net Pay Amount	Currency
Period : 1							
Andy Rep	Sales Rep	Contract Commissions Sales Rep Commission		9,000 30,000	630 1,900	2,530	USD
Ariana Rep	Sales Rep	Sales Commission		20,000	2,000	2,000	USD
Austin Rep	Sales Rep	Sales Commission		20,000	1,800	1,800	USD
Brenda Acceneo	Account Executive	Sales Commission	500,000	500,000	37,500	37,500	USD
Period Total :						43,830	USD
Grand Total :						43,830	USD

Manager : Doug Manager

Zenith Software Solutions, Inc.

Transaction Report

QCommission

Fiscal Year : 2017

Total No. Of Tax : 7
Total No. Of Lines : 16
Customer ID : All

Txn ID	Txn Line	Txn Line Type	Txn Eff Date	Sales Amt	Gross Profit	Group ID	Qty	Paye ID	Product ID	Customer ID	Comments	Flex Text 1
A0001	1	Standard	1/1/2017	20,000	20,000		2.00	Andy Rep	Accounting App	US Airways		
A0001	2	Standard	1/1/2017	10,000	10,000		1.00	Andy Rep	Maintenance	US Airways		
A0001	3	Standard	1/1/2017	10,000	10,000		2.00	Andy Rep	Implementation	US Airways		
A0001	4	Standard	1/1/2017	-1,000			1.00	Andy Rep	Maintenance	US Airways		
A0001B	1	Standard	1/1/2017	20,000	20,000		2.00	Ariana Rep	Accounting App	US Airways		
A0001B	2	Standard	1/1/2017	10,000	10,000		1.00	Ariana Rep	Maintenance	US Airways		
A0001B	3	Standard	1/1/2017	10,000	10,000		2.00	Doug Manager	Implementation	US Airways		
A0001C	1	Standard	1/1/2017	20,000	20,000		2.00	Ariana Rep	Accounting App	US Airways		
A0001C	2	Standard	1/1/2017	10,000	10,000		1.00	Ariana Rep	Maintenance	US Airways		
A0001C	3	Standard	1/1/2017	10,000	10,000		2.00	Doug Manager	Implementation	US Airways		
A0002	1	Standard	1/1/2017	300,000	200,000		2.00	Brenda Acceneo	Accounting App	US Airways		
A0002	2	Standard	1/1/2017	100,000	100,000		1.00	Brenda Acceneo	Maintenance	US Airways		
A0002	3	Standard	1/1/2017	100,000	100,000		2.00	Brenda Acceneo	Implementation	US Airways		
AA001	1	Standard	1/31/2017	20,000	20,000		2.00	Ellie Solutions, Inc.	Accounting App	General Motors		

