

A large, abstract graphic on the left side of the page, composed of various shades of green triangles and polygons, creating a dynamic, geometric pattern.

QCommission

Pay People Properly

www.qcommission.com

Overview

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

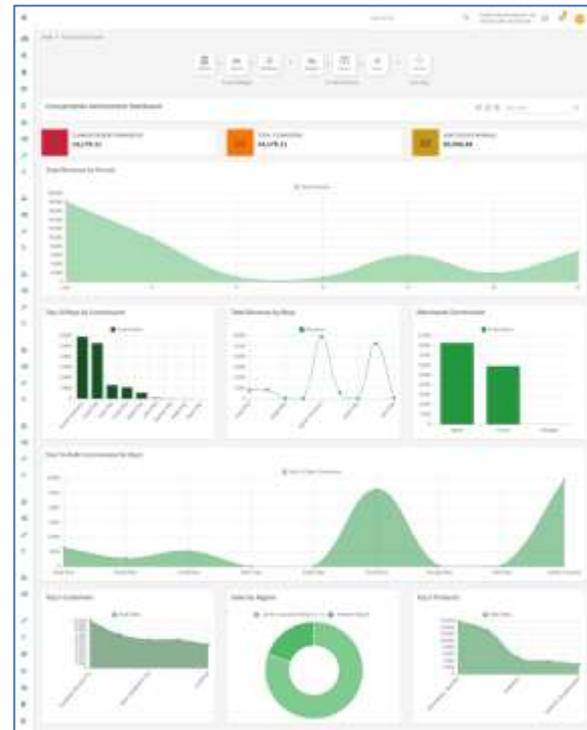
QCommission provides a lot of flexibility to set up commission plans that are unique to your company and your payees.

- 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 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

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. - Sales Commission Statement									
QCommission									
Payee ID :	Andy Rep	Plan ID :	Sales Rep Plan	Gross Payout Amt :	2,330.00	Balance			
Payee Name :	Andy Rep	Period :	1 [1/1/2019 - 1/31/2019]	Draw/Adv Adjustment :	370.00		470.00		
Territory ID :	Zenith Software Solutions, Inc	Position :	Sales Rep	Cap Adjustment :	0.00		0.00		
Currency :	USD	Fiscal Year :	2019	Minimum Pay Adjustment :	0.00				
				Other Adjustment :	100.00				
				Adjustment To Payout :	0.00				
				Recovery From Payout :	0.00	Net Payout Amt :		3,000.00	
Txn	Date	Type	Group	Customer	Product ID	Sales Amount	Credit Amount	Comm Rate	Paid Amount
Comments									
Incentive ID : Contract Commissions						Goal Amt : 0.00			
A0001-2	1/1/2019	Invoice		US Airways	Maintenance	10,000.00	10,000.00	7.00	700.00
A0001-4	1/1/2019	Credit Memo		US Airways	Maintenance	-1,000.00	-1,000.00	7.00	-70.00
Total :						9,000.00	9,000.00		630.00
Incentive ID : Sales Rep Commissions						Goal Amt : 0.00			
A0001-1	1/1/2019	Invoice		US Airways	Accounting App	20,000.00	20,000.00	7.00	1,400.00
A0001-3	1/1/2019	Invoice		US Airways	Implementation	10,000.00	10,000.00	3.00	300.00
Total :						30,000.00	30,000.00		1,900.00

Page 1 of 1 Go! PDF Export Details

Zenith Software Solutions, Inc. - Sales Commission Statement

QCommission

Payee ID : Doug Manager	Plan ID : Manager Comp Plan	Gross Payout Amt : 14,370.00	Balance
Payee Name : Doug Manager	Period : 1 [1/1/2019 - 1/31/2019]	Draw/Adv Adjustment : 0.00	0.00
Territory ID : Zenith Software Solutions, Inc.	Position : Sales Manager	Cap Adjustment : 0.00	0.00
Currency : USD	Fiscal Year : 2019	Minimum Pay Adjustment : 0.00	
		Other Adjustment : 0.00	
		Adjustment To Payout : 0.00	
		Recovery From Payout : 0.00	Net Payout Amt : 14,370.00

Trx	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
Incentive ID					Manager Override		Goal Amt : 0.00				
A0001-1	1/1/2019	Invoice	US Airways	Accounting App	2.00	20,000.00	0.00	20,000.00	20,000.00	3.00	600.00
A0001-2	1/1/2019	Invoice	US Airways	Maintenance	1.00	10,000.00	0.00	10,000.00	10,000.00	3.00	300.00
A0001-3	1/1/2019	Invoice	US Airways	Implementation	2.00	10,000.00	0.00	10,000.00	10,000.00	3.00	300.00
A0001-4	1/1/2019	Credit Memo	US Airways	Maintenance	1.00	-1,000.00	0.00	0.00	-1,000.00	3.00	-30.00
A0001B-1	1/1/2019	Invoice	US Airways	Accounting App	2.00	20,000.00	0.00	20,000.00	20,000.00	3.00	600.00
A0001B-2	1/1/2019	Invoice	US Airways	Maintenance	1.00	10,000.00	0.00	10,000.00	10,000.00	3.00	300.00
A0001B-3	1/1/2019	Invoice	US Airways	Implementation	2.00	10,000.00	0.00	10,000.00	10,000.00	3.00	300.00
A0002-1	1/1/2019	Invoice	US Airways	Accounting App	2.00	200,000.00	0.00	200,000.00	200,000.00	3.00	6,000.00
A0002-2	1/1/2019	Invoice	US Airways	Maintenance	1.00	100,000.00	0.00	100,000.00	100,000.00	3.00	3,000.00
A0002-3	1/1/2019	Invoice	US Airways	Implementation	2.00	100,000.00	0.00	100,000.00	100,000.00	3.00	3,000.00
Total					1	18.00	478,000.00	0.00	480,000.00	478,000.00	14,370.00

Payees Incentive Commissions Report by Manager

Enter parameter values

Show/Hide Export E-mail

QCommission

Zenith Software Solutions, Inc.

Parameters:
Payee Manager ID --All--

FISCAL YEAR	PAYEE ID	PAYEE NAME	POSITION	INCENTIVE	COMPANY	GOAL	PAID AMT	ATTAINMENT	CALC PAYOUT AMT	CURRENCY
-- Manager: Doug Manager Detail: 1										
2017	Andy Rep	Andy Rep	Sales Rep	Contract Commissions	Zenith Software Solutions, Inc.	0.00	3,000.00	9,500.00	635.00	USD
2017	Andy Rep	Andy Rep	Sales Rep	Sales Rep Commission	Zenith Software Solutions, Inc.	0.00	3,000.00	30,500.00	1,900.00	USD
2017	Arlana Rep	Arlana Rep	Sales Rep	Sales Commission	Zenith Software Solutions, Inc.	0.00	5,000.00	60,200.00	6,000.00	USD
2017	Austin Rep	Austin Rep	Sales Rep	Sales Commission	Zenith Software Solutions, Inc.	0.00	3,000.00	30,200.00	1,800.00	USD
2017	Brenda Acevec	Brenda Acevec	Account Executive	Sales Commission	Zenith Software Solutions, Inc.	500,000.00	37,500.00	410,000.00	0.00	USD
2017	George Rep	George Rep	Sales Rep	Contract Commissions	Zenith Software Solutions, Inc.	0.00	31,900.00	440,200.00	31,900.00	USD
2019	Brenda Acevec	Brenda Acevec	Account Executive	Sales Commission	Zenith Software Solutions, Inc.	500,000.00	0.00	410,000.00	0.00	USD
							85,400.00	1,379,000.00	42,230.00	

No additional records available. Showing 7 of 7

No additional groups available.

							85,400.00	1,379,000.00	42,230.00	
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Credit for Transaction ID

Enter parameter values

[View/Hide](#) [Export](#) [E-mail](#)

QCommission

Zenith Software Solutions, Inc.

Parameters:

Transaction ID: -All-

TRANSACTION ID	PAYEE ID	PAYEE NAME	PERIOD	TXN LINE TYPE	TXN TYPE	TXN EFF DATE	PLAN ID	PRODUCT ID	CUSTOMER ID	TERRITORY ID	FISCAL YEAR	QUANTITY	SALES AMT	GROSS PROFIT	CREDIT AMT	CURRENCY
A2001	Andy Rep	Andy Rep		1 Standard	Credit Memo	12/31/2018 05:00 PM	Sales Rep Plan	Maintenance	US-Always		2019	1.00	-1,200.00	0.00	-1,200.00	USD
A2002	Andy Rep	Andy Rep		1 Standard	Invoice	12/31/2018 03:00 PM	Sales Rep Plan	Accounting App	US-Always	Zenith Software Solutions, Inc	2019	2.00	20,000.00	20,000.00	20,000.00	USD
A2003	Andy Rep	Andy Rep		1 Standard	Invoice	12/31/2018 05:00 PM	Sales Rep Plan	Implementation	US-Always		2019	2.00	10,000.00	10,000.00	10,000.00	USD
A2004	Andy Rep	Andy Rep		1 Standard	Invoice	12/31/2018 05:00 PM	Sales Rep Plan	Maintenance	US-Always		2019	1.00	10,000.00	10,000.00	10,000.00	USD
A2005	Carin Engineer	Carin Engineer		1 Standard	Invoice	12/31/2018 05:00 PM	Sales Support Plan	Accounting App	US-Always	Zenith Software Solutions, Inc	2019	2.00	20,000.00	20,000.00	20,000.00	USD
A2006	Doug Manager	Doug Manager		1 Standard	Credit Memo	12/31/2018 03:00 PM	Manager Comp Plan	Maintenance	US-Always		2019	1.00	-1,200.00	0.00	-1,200.00	USD
A2007	Doug Manager	Doug Manager		1 Standard	Invoice	12/31/2018 05:00 PM	Manager Comp Plan	Accounting App	US-Always	Zenith Software Solutions, Inc	2019	2.00	20,000.00	20,000.00	20,000.00	USD