

The background features a large, abstract geometric shape composed of various shades of green triangles and polygons, extending from the top-left corner towards the bottom-left corner.

QCommission

Pay People Properly

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.

The phone and wireless industry sales is characterized by a two or three tier structure. Landline and wireless carriers sell residential and commercial services and equipment. They can sell it direct through their own online and phone sales processes. They also contract with resellers, dealers, agencies and agents to sell their services. Agencies can be master agents and can have sub agents and sales reps.

Agents can represent multiple carriers. Agents sell phone equipment and services to end customers and register the sale with the carrier. Provisioning of equipment can be from stock or from the carrier. The carriers take over the billing to the customer. Sometimes wholesalers may do the billing.

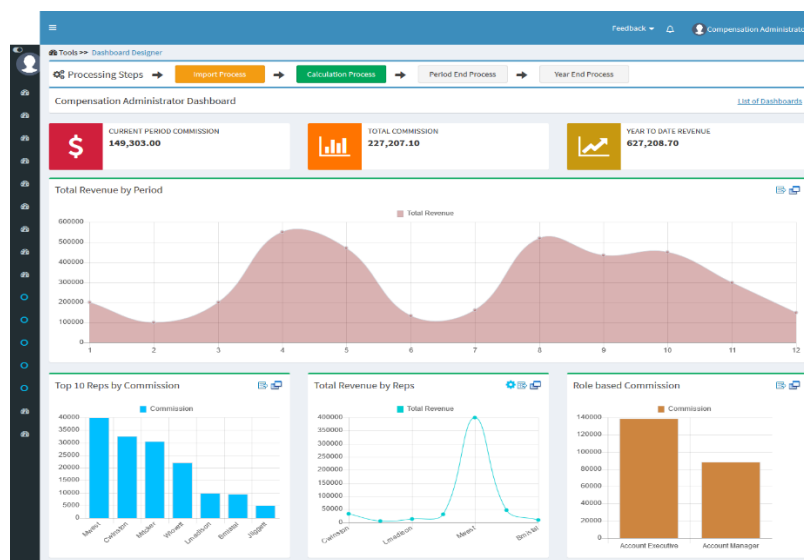
Commissions to Agencies are calculated by the carrier based on their own published schedules. Commissions can be for equipment sales, new orders, additional services, renewals and for recurring revenue. Agencies have compensation agreements with agents and sales reps as to what portion of the incoming commission will be paid out to them for their own 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.

- QCommission provides a lot of flexibility to set up commission plans that are unique to your company and your payees.
- Import incoming commissions from telecom carrier files
- Process multiple carrier files
- Import activations, renewals, deactivations, upgrades and add-ons
- Reconcile agent sales data against carrier data and report incorrect payments
- Manage customer account and contract information
- Pay commissions against activations, renewals and upgrades
- Pay commissions as flat amounts, percentages or as tiered percentages
- Have unique commission plans by agents and employees
- Split commissions between payees

- Split commissions between multiple payees for an account
- Provide override commissions to agents and agencies
- Provide override commissions to internal staff
- Vary commissions by carrier, type of product, contract duration, price points, etc.
- Pay residual commissions
- Deduct various fees such as marketing
- Chargeback commissions on deactivations fully or partially.
- Pay weekly, bi-weekly, twice-monthly, monthly.
- Pay overrides to sales managers.



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

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.

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Export Details

Zenith Telecom Solutions - Sales Commission Statement

Payee ID : Charlie Exp
 Payee Name : Charlie Exp
 Territory ID : Zenith Subco A
 Currency : USD

Plan ID : Sales Commission Plan-Transac
 Period : 1/1/2017 - 1/31/2017
 Position : Transac
 Fiscal Year : 2017

Gross Pay Amt : 0.00
 Draw/Adj. Adjustment : 0.00
 Cpa Adjustment : 0.00
 Minimum Pay. Adjustment : 0.00
 Other Adjustment : 0.00
 Adjustment To Paymt : 0.00
 Recovery From Paymt : 0.00
 Net Paymt Amt : 0.00

Inv ID	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Commission Rate	Field Amount
CC001-1	1/1/2017	Account-Cpa	Yinzhak Leveze	Unlimited Data Plan	1.00	200.00	0.00	200.00	200.00	120.00	120.00
Total :											320.00
CC002-1	1/1/2017	Minimum Wage Calculation	Yinzhak Leveze		50.00	0.00	0.00	0.00	1,375.00	0.00	1,375.00
Total :											1,375.00

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Export Details

Zenith Telecom Solutions Transaction Report

Total No. Of Trns : 15
 Total No. Of Lines : 15
 Customer ID : All
 Fiscal Year : 2017

Trn ID	Trn Line	Trn Line Type	Trn Eff Date	Shks Amt	Gross Profit	Group ID	Qty	Payee ID	Product ID	Customer ID	Comments	Plant Text 1
AA001	1	Standard	1/1/2017	200	188571934		1.00	Asides Td	Unlimited Data Plan	John Smith	26845448862389358	
AA002	1	Standard	1/2/2017	50	30161420		1.00	Asides Td	Nights Plan	Marcos Boyles	26845448862389358	
AA003	1	Standard	1/9/2017	75	186838256		1.00	Asides Td	Share Family Plan	Walter Stevens	26845448862389358	
AA004	1	Standard	1/4/2017	75	186838256		1.00	Asides Td	Share Family Plan	Jane Summers	26845448862389358	
AA005	1	Standard	1/10/2017	25	30161420		1.00	Asides Td	Char ID	Marcos Boyles	26845448862389358	
AA006	1	Standard	1/10/2017	100	30161420		1.00	Asides Td	Nights Plan	Marcos Boyles	26845448862389358	
AA007	1	Standard	1/31/2017	75	186838256		1.00	Asides Td	Share Family Plan	Jane Summers	26845448862389358	
BB001	1	Standard	1/1/2017	200	188571933		1.00	B Street Communicatio	Unlimited Data Plan	Walter Stevens	26845448862389358	
CC001	1	Standard	1/1/2017	200	188571933		1.00	Charlie Exp	Unlimited Data Plan	Yinzhak Leveze	26845448862389358	
CC002	1	Standard	1/1/2017	50.00			0.00	Charlie Exp	Yinzhak Leveze	Yinzhak Leveze	26845448862389358	
Td1	1	Standard	1/1/2017	2,000			0.00	David Exp				
Td2	1	Standard	1/1/2017	1,000			0.00	Edna Exp				
Td3	1	Standard	1/1/2017	6,000			0.00	Frank Exp				
Td4	1	Standard	1/1/2017	3,000			0.00	George Exp				

Zenith Telecomm Solutions Transactions and Payouts												
Line	Item Type	Product	Sales Amt	QY	Paye	Credit Amt	Per.	Attainment	Attain %	Rate	Payee Amt	Currency
1	AA001	Customer: John Smith Unlimited Data Plan	200	1	11/2017	200	1	200	0	120	120	USD
Total :												
1	BB001	Customer: Wilbur Canton Account-Open Unlimited Data Plan	200	1	11/2017	200	1	200	0	120	120	USD
Total :												
1	CC001	Customer: Yuzhak Levins Account-Open Unlimited Data Plan	200	1	11/2017	200	0	200	0	120	120	USD
Total :												
1	CC002	Customer: Yuzhak Levins Team Tracker	50	1	11/2017	200	0	200	0	120	120	USD
Total :												
1	Tx1	Customer: Invoice	2,000	1	11/2017	1,375	0	0	0	1,375	1,375	USD
Total :												
1	Tx2	Customer: Invoice	1,000	1	11/2017	1,000	0	0	0	1,000	1,000	USD
Total :												

Zenith Telecomm Solutions Payees Commissions Incentive Report By Territory									
Territory : Zenith Subco A									
Payee	Position	Incentive	Goal	Attainment	Amt	Net Pay	Amount	Currency	Fiscal Year : 2017
Period : 1									
Abdell Tel	Agent	Activations	200	230	365	USD			
		Deactivations	75	10					
		Features	25	75					
		Upgrades	100	120					
B Street Communications	Agent	Activations	200	120	1,465	USD			
Charles Rep	Trainee	Activations	200	120	1,980	USD			
		Minimum Wage Calculation	1,375						
Period Total :									1,980 USD
Grand Total :									1,980 USD