

**QCommission**

Pay People Properly

# Telecom Reseller

[www.qcommission.com](http://www.qcommission.com)

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.

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.

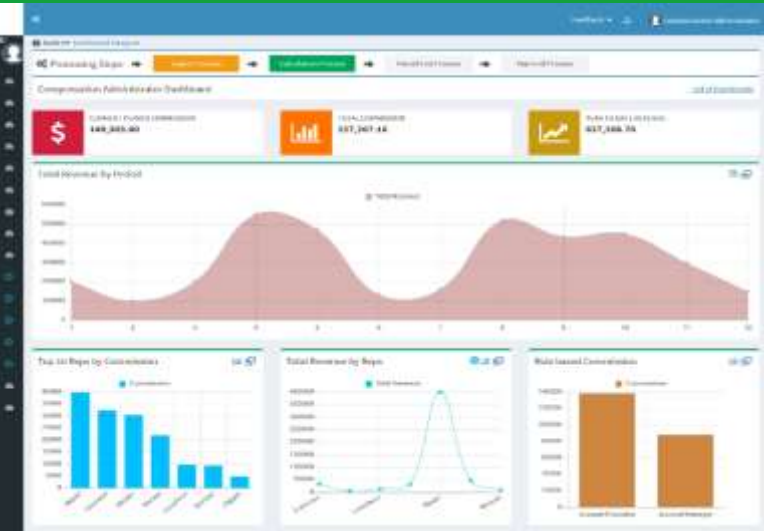
Agents can represent multiple carriers. Agents sell phone equipment and services to end customers and register the sale with the carrier. Provisioning of equipment can be from stock or from the carrier. The carriers take over the billing to the customer. Sometimes wholesalers may do the billing.

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.
- 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.



## 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

**Zenith Staffing, Inc - Sales Commission Statement**

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**QCommission**

Plan ID: Sales Plan  
 Period: 1/1/2018-12/31/2018  
 Position: Management  
 Fiscal Year: 2018

Commissions: 1,300.00  
 Gross Payroll Amt: 1,300.00  
 Com. Rate: 0.00  
 Com. Adj: 0.00  
 Cap Adj: 0.00  
 Other Adj: 0.00  
 Adjustment To Payroll: 0.00  
 Net Payroll Amt: 1,300.00

Line	Date	Type	Contract	Product ID	Qty	Unit Amount	Com. Rate	Com. Amount	Gross Profit	Com. Rate	Com. Amount	Net Payroll Amt		
Cumulative Totals: 1,300.00														
AC01-1	1-4-2018	Service	HealthCare	HealthCare	1.00	10,000.00	0.00	0.00	10,000.00	0.00	0.00	10,000.00		
AC02-1	1-4-2018	Service	HealthCare	Lary Varden	1.00	11,000.00	3.00	330.00	11,000.00	2.00	220.00	10,780.00		
AC03-1	1-4-2018	Service	IBL	Thang Consulting	1.00	11,000.00	4.50	495.00	11,000.00	2.50	275.00	10,725.00		
AC01-1	1-5-2018	Service	HealthCare	Parvaneh	1.00	3,000.00	0.00	0.00	3,000.00	2.00	60.00	2,940.00		
AC02-1	1-5-2018	Service	HealthCare	Parvaneh	1.00	15,000.00	0.00	0.00	15,000.00	2.00	300.00	14,700.00		
AC02-1	1-5-2018	Service	IBL	Lary Varden	1.00	11,000.00	4.00	440.00	11,000.00	2.00	220.00	10,540.00		
AC03-1	1-5-2018	Service	IBL	Thang Consulting	1.00	15,000.00	0.00	0.00	15,000.00	2.00	300.00	14,700.00		
<b>Total:</b>											60,000.00	30,000.00	30,000.00	30,000.00

## Zenith Telecomm Solutions - Sales Commission Statement



**Plan ID :** Charlie Rep  
**Payee Name :** Charlie Rep  
**Territory ID :** Zenith Subco A  
**Currency :** USD

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

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

Txn	Date	Type	Customer	Product ID	Qty	Sales Amount	Cost	Gross Profit	Credit Amount	Comm Rate	Paid Amount
<b>Incentive ID : Activations</b>											
CC001 - 1	1/1/2017	Account-Open	Yinzhak Levine	Unlimited Data Plan	1.00	200.00	0.00	200.00	200.00	120.00	120.00
					<b>Total :</b>	1.00	200.00	0.00	200.00	200.00	120.00
<b>Incentive ID : Minimum Wage Calculation</b>											
CC002 - 1	1/1/2017	Time Tracker	Yinzhak Levine		50.00	0.00	0.00	0.00	1,375.00	0.00	1,375.00
					<b>Total :</b>	50.00	0.00	0.00	1,375.00	0.00	1,375.00

## Zenith Telecomm Solutions Transaction Report

**Total No. Of Txn :** 13  
**Total No. Of Lines :** 13  
**Customer ID :** All

Txn ID	Txn Line	Txn Line Type	Txn Eff Date	Sales Amt	Gross Profit	Group ID	Qty	Payee ID	Product ID	Customer ID	Commission	Fiscal Year
AJ001	1	Standard	1-1-2017	200	180.00	180.00	1.00	Admin 24	Unlimited Data Plan	John Smith	20.00	2017
AJ002	1	Standard	1-2-2017	20	18.00	18.00	1.00	Admin 24	Unlimited Data Plan	Steve Boyle	2.00	2017
AJ003	1	Standard	1-3-2017	75	67.50	67.50	1.00	Admin 24	Unlimited Data Plan	Steve Boyle	7.50	2017
AJ004	1	Standard	1-4-2017	75	67.50	67.50	1.00	Admin 24	Unlimited Data Plan	Steve Boyle	7.50	2017
AJ005	1	Standard	1-10-2017	25	22.50	22.50	1.00	Admin 24	Unlimited Data Plan	Steve Boyle	2.50	2017
AJ006	1	Standard	1-10-2017	100	90.00	90.00	1.00	Admin 24	Unlimited Data Plan	Steve Boyle	10.00	2017
AJ007	1	Standard	1-31-2017	75	67.50	67.50	1.00	Admin 24	Unlimited Data Plan	Steve Boyle	7.50	2017
BB003	3	Standard	1-1-2017	200	180.00	180.00	1.00	B Street Communications	Unlimited Data Plan	Walter Ochoa	20.00	2017
CC003	3	Standard	1-1-2017	200	180.00	180.00	1.00	Charlie Rep	Unlimited Data Plan	Yinzhak Levine	20.00	2017
CC003	3	Standard	1-1-2017	200	180.00	180.00	1.00	Charlie Rep	Unlimited Data Plan	Yinzhak Levine	20.00	2017
TS1	1	Standard	1-1-2017	2,000	1,800.00	1,800.00	0.00	David Ray			0.00	2017
TS2	1	Standard	1-1-2017	1,000	900.00	900.00	0.00	Sube Ray			0.00	2017
TS3	1	Standard	1-1-2017	4,000	3,600.00	3,600.00	0.00	Frank Ray			0.00	2017
TS4	1	Standard	1-1-2017	2,000	1,800.00	1,800.00	0.00	George Ray			0.00	2017

