



Sales Commission Automation

QCommission Streamlines Top Management Recruiting office

I've been delighted with the attention we received both before and after our implementation. I've developed a wonderful relationship with everyone in the company and consider them valuable partners in my task to improve MRG.

Shelby Smith	Name
Controller	Title
Magee Resource Group	Company Name

SUCCESS STORY

Magee Resource Group

AT A GLANCE:

Customer:
Magee Resource Group

Location:
Shreveport, LA

Industry:
Staffing

Business Challenge:
Complex commission plans were taking up significant time to calculate commissions.

Solution:
QCommission sales commission software integrated with QuickBooks.

Results:
Commissions calculated automatically, on time and with high accuracy.

Customer Profile

Magee Resource group (MRG), established in 1991, is an award recruiting/placement firm ranking among the top offices in the Management Recruiting International (MRI) family. Located in Shreveport, Louisiana, MRG continues to set records each year in billings and "cash in" with professional recruiters working with client companies and candidates across the United States and Canada.

Business Challenge

MRG had an extremely complex commission calculation with each recruiter having a different plan, some with draws, and others with salaries. In addition, MRG also does a significant subcontracting business and each "deal" may involve three or four different recruiters being paid at different rates for each payment received from a particular client.

Solution Overview

QCommission is a powerful, flexible, sales commission software. It calculates your sales people's compensation accurately and reduces errors related to spreadsheets and manual methods. It allows you to calculate commissions as soon as the commission period is over and saves a lot of time. It can communicate calculated commissions in a detailed and clear manner.

Business Benefits

With the automated solution, MRG enjoys the benefits of:

- accurate calculations
- timely distribution of commission statements
- clear communication to recruiters
- quick processing of payments
- less manual effort and more time for business analysis



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As part of a planned expansion, newly-hired controller, Shelby Smith, was tasked with examining each accounting, billing and commissioning process with an eye toward streamlining the entire flow of revenue from the receipt of payments (or "cash in") to the payroll/commission checks and P&L statement. MRG had recently converted to QuickBooks Pro and although Shelby found it easy to clean up the accounting ledgers, the entire process of taking paid invoices and distributing revenue amounts to commission statements was a huge roadblock to significant progress. Each recruiter had a different plan, some with draws, and others with salaries. In addition, MRG also does a significant subcontracting business and each "deal" may involve three or four different recruiters being paid at different rates for each payment received from a particular client.

QCommission's ability to take one paid invoice record and process it to multiple payees incentive plans proved to be a huge timesaver and the key to a solution that had eluded MRG's owners up to that point. The interface with QuickBooks also meant that invoice payments would be imported correctly each time and not subject to human error.

"No matter how complex our contract and placement billings, it takes only a few seconds to review and edit, if necessary, QCommission's transaction database." Shelby said. "Even last minute payments can be quickly processed, so our recruiters receive their commissions without having to wait for the next payroll cycle."

Because of the tight schedule, Shelby was also pleased with CellarStone's rapid implementation. With only a few days to work with after the Christmas holidays, CellarStone's programmers configured and tested MRG's complete software package. "I've been delighted with the attention we received both before and after our implementation, says Shelby. "I've developed a wonderful relationship with everyone in the company and consider them valuable partners in my task to improve MRG.

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Shelby Smith
Controller
Magee Resource Group

Name
Title
Company

FOR MORE INFORMATION VISIT:

CellarStone, Inc.
www.qcommission.com

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