



# Sales Commission Automation

QCommission keeps commission calculations healthy for Patriot Medical

Basha from the CellarStone team understood my problem completely and helped me through the learning curve. In five hours he understood our calculation problems, helped me set up all the necessary integration and commission calculations and trained me on how to use it. He provided great customer service.

<b>Kathy Obermoeller</b>	<b>Name</b>
<b>Manager, Human Resources</b>	<b>Title</b>
<b>Patriot Medical</b>	<b>Company Name</b>

## SUCCESS STORY

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### Patriot Medical

### AT A GLANCE:

**Customer:**  
Patriot Medical

**Location:**  
Kirkwood, MO

**Industry:**  
Healthcare

**Business Challenge:**  
Complex commission calculations done manually using Excel spreadsheets were resulting in miscalculated fees and commissions.

**Solution:**  
QCommission sales commission software.

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

**Customer Profile**

Patriot Medical, is the leading medical devices sales firm in the healthcare industry. The company’s focus is on selling spinal implants to clinics and hospitals. The company is headquartered in Kirkwood, Missouri, USA

**Business Challenge**

Patriot had a complex commissions calculation for its employees, based on Purchase Orders. The Purchase Orders were entered in separate systems. Different product lines were paid at different commission rates. In addition overrides were paid to managers. Calculation of commission using spreadsheet had complicated the reporting of commissions to salespeople. The product had to be flexible to adapt to the needs of the business.

**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, Patriot Medical enjoys the benefits of:

- accurate calculations
- commissions calculated in a timely manner
- very clear statement for the sales executives’ use
- ease of administering commissions



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All of these calculations were done manually using Excel spreadsheets. Commissions calculations and statements were delayed frequently. Invariably errors in calculations would creep in resulting in miscalculated fees and commissions. Sales executives were affected quite a bit and a lot of time was spent on resolving these issues.

Kathy Obermoeller, Manager of Human Resources, researched the marketplace for a good solution to automate her process.

After a rigorous analysis, she decided upon QCommission, due to the comfort she had with the customized demo provided by CellarStone, the cost effectiveness of the solution and the expertise demonstrated by CellarStone.

The CellarStone implementation team helped implement Kathy's commission plans into the system and provided training for her to be able to use the system effectively in the future. "Basha from the CellarStone team understood my problem completely and helped me through the learning curve. In five hours he understood our calculation problems, helped me set up all the necessary integration and commission calculations and trained me on how to use it. He provided great customer service."

The new commissions calculations are accurate and provides a very clear statement for the sales executives' use. The statement and calculation results are available in a timely manner. "I am very happy with the ease of administering commissions now. QCommission has saved me a lot of effort and time", said Kathy.

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**Kathy Obermoeller**  
**Manager, Human Resources**  
**Patriot Medical**

**Name**  
**Title**  
**Company**

**FOR MORE INFORMATION VISIT:**

**CellarStone, Inc.**  
[www.qcommission.com](http://www.qcommission.com)

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

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