Case Studies

We are now able to utilize a much more robust commission plan and have easy access to comprehensive and concise reports through the intuitive web interface.

Customer Profile

Clarendon Hills Cemetery, which is under the Troost Cemeteries Group, is a family-owned business which has been in operation since 1925. The property is covered with pleasant paths, quiet natural surroundings, and peaceful places for remembrance and reflection.

Clarendon Hills Cemetery pays a remarkable tribute to service people and fallen soldiers, and is known for its annual Memorial Day Services.

The Challenge

Clarendon Hills Cemetery had recently rolled out a new sales commission plan. The new sales compensation plan included a lot of exceptions that occur during different periods. It could've been a great sales compensation plan, but tracking the exceptions eventually proved to be difficult and required tedious work involving manual entries. This process alone took more than 2 hours to complete for a single period, and was sadly highly prone to errors.

They also realized down the road that there was no way to track the sales goal which resulted in often missed charge backs.

The Solution

Troost Cemeteries looked for various options that could integrate with QuickBooks® Enterprise. After searching online, they found QCommission appeared to have the functionalities that they needed and at the price level that makes sense.

After a needs analysis and a demo, the Troost Cemeteries team has decided that QCommission was the perfect fit for their needs. The have been a satisfied QCommission customer since then.

Quote

66

"We have been very happy with the implementation, service and support from QCommission. We are now able to utilize a much more robust commission plan and have easy access to comprehensive and concise reports through the intuitive web interface. Prabhu and Yuvaraj are professional and responsive, and have been a pleasure to work with every step of the way."

Jeremiah Geiman

IT Director, Troost Cemeteries