



Partner Compensation Management

Managing revenue across multi-party networks.

-  **\$30B Revenue Under Management**
-  **5B Transactions Under Management**



The Problem

Years ago, revenue accounting was little more than the fairly straightforward sell, ship, and invoice process. Today large organizations have an ecosystem of partners; supplying goods and services and originating orders or royalty payments for licensed products. In this case, revenue driven by either subscription and/or usage, needs to be apportioned to a variety of third parties: That's led to a tangled set of inbound and outbound payment flows – in almost limitless combinations – managed by separate payable, receivable, and billing systems and applications.

Key Considerations

✓ Customer contract modifications change partner compensation amounts

✓ Revenue share models can include channel partner resell agreements, royalties, and outcome-based bonuses

✓ Customer consumption and usage drives partner compensation amounts

The RecVue Solution

✓ A unified contract for payables and receivables centralizes the complexity of contract modifications within one system

✓ Tiered compensation based on aggregation of individual transactions and originator agents

✓ Attribute-based rules to allow for regional site and product variations