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
- Customer consumption and usage drives partner compensation amounts
- Revenue share models can include channel resell agreements, royalties, and outcome-based bonuses
- Calculate Revenue Share: Define rules to automatically determine revenue for distributors, resellers and other partners
- Automate Pay-Side Obligations: Integrate with the payables ledger to record liabilities

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

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