

RecVue Revenue Share

Publish Partner Share & Compensation Programs



The Most Advanced
Billing, Revenue & Partner
Compensation Platform

Automate Compensation Calculations Based on Eligibility

More businesses today utilize a channel-sales-based go-to-market strategy to reach customers with multi-layered partners involved in each deal. This ecosystem is required to deal with the relationship and transactions between each of the partners in these deals.

That setup can turn very complex quickly with multiple parties involved. Maintaining that ecosystem requires power, flexibility, control and significant automation in order to publish, manage, record and provide visibility to these deals.

RecVue's revenue share functionality brings automation to decrease inefficiencies and improve visibility in this process. The solution is designed to automate those intricate calculations of compensation between partners for repackaged products and/or services through user-friendly configuration. This architecture allows the solution to serve as a platform for partners to do business and share accurate information with speed and security.

Most application offerings end there.

RecVue's Partner Compensation module, by way of this feature, **is the only solution on the market to bring partner/revenue share and customer sale information together in a single contract.** The result? True visibility to the profitability of that contract. No other solution has the capability to address both. If the partner is a customer, the solution allows for netting the revenue share with the billing.



The RecVue Difference: Power in Unification

Consolidate compensation to your partners, identify costs to attain revenue, bill your customers and recognize revenue within compliance. All with an end goal of value-driven visibility into contractual profitability. How?

- Deliver a unified contract for payables and receivables to center complex contract modifications within a single system
- Associate cost and revenue share to fulfill the contract, determining the profitability of that single contract
- Automate pay-side obligations by integrating with the payables ledger to record liabilities
- Support for multi-tier partner models
- Configure revenue share for royalties, rebates, commissions, incentives, promotions and more

Today, ERP systems are limited, both in handling business models with multi-party models and turning out a single contractual view of the profitability. Not the case with RecVue. The platform was specifically created to handle not only your customer order and billing, but your partner

network requirements, payables, customer billing and revenue recognition requirements in compliance with the latest standards and regulations. The end goal? Bring all relevant information together under the same contract to understand the profitability.

Dynamic Calculation Control

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

Calculate revenue share by defined rules to automatically determine revenue for distributors, resellers and other partners

Faster settlement for accurate information, with pre-packaged audit reports

Intuitive system design for easy configurability, power and flexibility to handle complex scenarios at scale

Purpose-built functionality to address the dynamic array of accounting rules, revenue splits and partner compensation

Customer Proof Point




The well-established car rental firm's global reach requires a similarly far-reaching compensation solution capable of accommodating any scenario.

Through our revenue share functionality, RecVue helped Hertz handle revenue-sharing rules, calculations and payments typical of increasingly common yet intricate Rent-It-Here/Leave-It-There (RIH-LIT) transactions.

Consider the frequent situation in which a car rental is booked through an airline website in the United States, picked up at a location in Europe and dropped off in a different location. The transaction now incorporates a partner commission compensation for the airline's sourcing portion of the transaction.

One rental agreement can have multiple billing parties and trigger many complex business partner rules which spawn multiple revenue, receivable and payable scenarios internally.

RecVue's Partner Compensation module handles Hertz payments for travel agents, tour operators, corporate customer dividends and others by calculating commission and bonus information for accrual bookings and payment bookings.

By managing the company's partner commission programs, franchise revenue share rules and intercompany revenue splits, RecVue has provided Hertz increased visibility into its millions of rental agreements and commission transactions.

RecVue's out-of-the-box, configurable rules engine allowed Hertz to eliminate more than 15 back-office systems for a realized TCO reduction of 40%. In the process, through increased executive confidence and improved financial statements, the company launched new services directly responsible for an 8% growth in stock price and a planned new IPO.

To learn more about RecVue's revenue share, visit recvue.com or call 1-844-984-0300