

# RecVue Partner Compensation

The most comprehensive solution to manage your multi-party networkbased compensation model

**The days of straightforward partner payments management, revenue recognition or billing are long gone.**

B2B and B2C companies today are redirecting focus to a multi-party-based ecosystem featuring everything from supplied goods & services to R & D and sales network services. All keenly aware of the need to provide flexible options direct to customers via a subscription, consumption-based, elastic, leasing or the more traditional billing and revenue model.

This complex web of inbound and outbound payments, often through disparate systems, has become the norm.

RecVue's solution unwinds these multi-party networks and provides a platform for each entity (vendors, distributors, resellers, etc.) to do business with partners and customers using a single, centralized solution.

The benefits of this approach include:

- ✓ **Operational efficiency**
- ✓ **Rapid information sharing**
- ✓ **Trusted security**
- ✓ **Auditability**
- ✓ **Visibility for earned partner satisfaction**

Thus, the platform becomes the central hub for access and input. This allows for consolidating compensation to your partners, identifying costs to attain revenue, billing your customers as well as recognizing revenue within compliance. The ultimate gain is insightful visibility into contractual profitability.

**Centralized access and input for all entities with flexibility and visibility regardless of complexity**

**Power & flexibility to manage complex partner compensation programs**

The most complex incentive programs meet their match with purpose-built flexibility to manage multilayered partner models for rapid settlements of trusted revenue share data. Expect partner satisfaction, in turn, to increase and help reduce brand risk while improving sales and revenue.

**Automation to ease mundane tasks**

With partner satisfaction as the ultimate objective, RecVue provides configurable options to automate tasks such as creating a credit, commission, making payables, or even AR / AP netting, dependent on the partner relationship.

**An integrated system for that single source of truth**

Guided by our enterprise-grade billing engine and integrated variable considerations, RecVue delivers full partner compensation capabilities along with billing and revenue management together in the most advanced all-in-one platform on the market.

## Operational Efficiency

### Unified approach

- Unified contract for payables and receivables centralizes the complexity of contract modifications within a single system
- Automate pay-side obligations by integrating with payables ledger to record liabilities
- Supports multi-tier partner model
- Configurable revenue share for royalties, rebates, commissions, incentives, promotions and more

## Auditability and Control

### Layered calculations

- 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
- Double-dipping and overpayment eliminated through configurable event template-triggered data validation and audit
- Pre validated pay runs and smart approvals engine support for accruals and claims
- Faster settlement for accurate information, with pre-packaged audit reports

## Visibility and Analytics

### Predictable and valuable insights, with ease

- Attribute-based rules to allow for regional site and product variations
- Output interface to accounts payable
- Early visibility and predictability of contra revenue with automated event-driven accruals
- Variance analytics to display trended estimated versus actuals

RecVue's comprehensive solution untangles the complicated network ecosystem for **speedy settlements** and **satisfied partnerships** combined with the ability to automate your entire billing and revenue management under a single platform.

### Customer Proof Point



**The world-renowned car rental firm** recognized the need to update its decades-old, in-house custom-built system to process today's increasingly complex, global transactions. And, do it at scale. Approximately 4.5 million monthly rental agreements across more than 43,000 worldwide sites among a 40,000+ strong network of franchisees, travel agents, tour operators and other stakeholders sized-scale.

RecVue's order-to-cash platform was deemed the right solution to handle revenue-sharing rules, calculations and payments typical of the increasingly common yet complicated RentIt-Here/Leave-It-There (RIH-LIT) transactions - deciphering the revenue splits on who pays what to whom - and inform the Oracle Financial Accounting Hub (FAH).

RecVue has delivered increased visibility for Hertz into their millions of rental agreements and commission transactions via unified management of the company's partner commission programs, franchise revenue share rules and intercompany revenue splits.

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

**40%**  
TCO reduction

**8%**  
growth in stock price

To learn more about RecVue's partner compensation, visit [www.recvue.com](http://www.recvue.com) or call **1-844-984-0300**