

Revedia Reverse Compensation

Accurately calculate and efficiently process network affiliation fee accruals, payments, and true ups

Broadcast station groups typically pay their network affiliates more than half of the retransmission consent revenues they collect from their distributors for use of the affiliates' content. Given the complexity and materiality of these arrangements, broadcasters must ensure accuracy and compliance to mitigate risk.

Licensing network television content is complicated. Complex agreement terms, varied fee types, outdated manual processes, and insufficient tools can result in fee miscalculations, overpayments, and exposure to reverse compensation auditing.

Solution

The Revedia Reverse Compensation module accurately calculates and generates accruals, payments, and true ups for all known affiliate fee types based on negotiated agreement terms and underlying subscriber and revenue data reported by MVPDs. With this module, the Revedia platform becomes a single source of truth for both revenue and expenses, ensuring FP&A (financial planning and analysis), budgeting, and reporting transparency and accuracy.

- › Ingest granular and complex reverse compensation agreement terms
- › Calculate accurate accruals, payments, and true ups based on payment policies
- › Book expense information to the general ledger and process expense due payments to network affiliates
- › Generate network statements, AP summaries, AP aging, GL, subscriber-type, and service comparison reports

Key features

- › Supports all reverse compensation fee types: Agreement thresholds, Greater of, Per subscriber, Percentage of revenue, and Flat fees
- › Captures and associates fee structures, policies, payment schedules, and terms negotiated with network affiliates
- › Financial logic considers corresponding MVPD, Service, and Subscriber-types to ensure accuracy
- › Generates detailed network statements and AP reports using standard and customizable templates
- › Outputs GL files for ingest into general ledger systems to facilitate payments and other AP processes

Benefits

- › Automate reverse compensation with a modern SaaS-based solution minimizing human error
- › Mitigate risk and exposure to network reverse compensation audits
- › Maintain a single source of truth for both revenue and expenses to ensure transparency and accuracy
- › Determine accurate net value of subscribers, services, and distributor partnerships
- › Streamline accrual, payment, and true up processing with general ledger integration
- › Ensure the security of your data with SOC 1 and SOC 2 compliant software

100M+

Subscribers managed annually

\$39B

Revenue processed annually

1000+

Global distributor relationships

4K+

Agreements managed monthly