

# Fact Sheet:

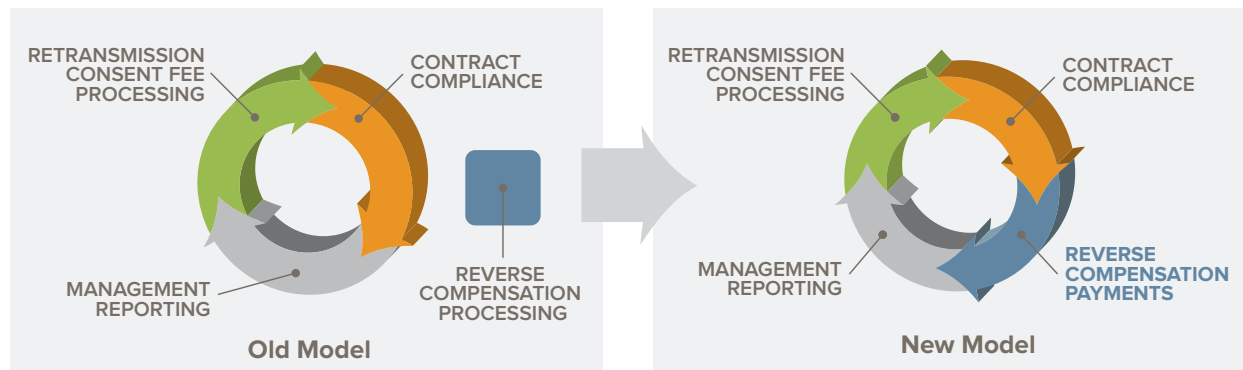
## *Reverse Compensation Accounting*

SECOND QUARTER 2015



## *MAI has Simplified Reverse Compensation Accounting*

The good news is that Retransmission Consent revenues continue to grow. However, fees paid to Networks can be complex to manage. MAI's addition of Reverse Compensation accounting and reporting completes the lifecycle of financial reporting your company needs to provide all stakeholders with proper revenue assurance on a monthly basis. By adding Reverse Compensation to your MAI VMetrics<sup>SM</sup> Revenue Management Services (RMS) solution, your company will benefit from a single unified solution, supported by a team dedicated to your business.



Reverse Compensation accounting and reporting completes the lifecycle of license fee reporting your company needs to optimize monthly performance.

## *What does MAI's Reverse Compensation Service Do?*

In sum, MAI absorbs the burdens of calculation, integration, quality control, training and support, future-proofing and data storage, export and analysis.

- Reverse Comp can now be fully integrated into your current Retrans Fee accounting process
- Provides license fee-based income statements and cash flow *net of Reverse Compensation* on a per station, per MVPD, per Network and per market basis
- Storage of Network compensation terms in a centralized repository with your Retrans Consent Agreements for a one-stop venue for contract data
- Automated data accuracy means reduced labor costs, QC and re-work
- Built-in scalability and flexibility to handle any change in size or permutation of Reverse Comp terms
- Full exportability into Excel for internal FP&A teams' analytical needs
- Powered by MAI's VMetrics<sup>SM</sup> database technology
- A complete audit trail is created and maintained should the data be needed

MAI provides your organization with a full-cycle accounting process that includes reconciliation of accounting period receivables against the true payables owed to the Networks. Your contractual Reverse Compensation obligations are integrated into the proprietary VMetrics<sup>SM</sup> database, resulting in monthly statements with detailed support that are ready for processing by your Accounts Payable department.



From month-end accounting of all Retransmission Consent revenue and subscriber activity to . . .



. . . generation of Reverse Compensation statements for each Network with an accurate and detailed reconciliation against all distribution activity

## Revenue Management Services Overview

MAI's Reverse Compensation feature will be ready for your launch by 2Q15. If you are not an existing MAI RMS client, contact our team to learn more about our Revenue Management Services and why so many broadcast TV groups have selected this route.

- Established in 2007
- Serves over 30 network clients
- Processes almost \$3 billion in license fee payments annually
- Provides 24/7 accessibility to your data in a secure environment
- Reduces client labor cost and personnel risk
- Eliminates the need for clients to purchase or maintain software and assume any training costs. There is no IT impact on your organization
- Provides best-in-class payment management, analytics & reporting, and problem resolution
- Built on MAI's proprietary software platform

## Contacts

The best way to learn more about how we can deliver real value to you and your organization is to talk to one of our experts. We look forward to hearing from you.

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Auditing & Revenue Assurance for an Evolving Digital Market