

# REVENUE MANAGEMENT SERVICES

Powered by VMetrics

Focus on your core business while the industry experts at Symphony MediaAI manage your license fee revenue.

Let the experts at Symphony MediaAI manage the day-to-day finance function of your license fee revenue. With 75 years of combined experience, expertise and insight, Symphony MediaAI's revenue management services reduce A/R cycle times, detect reporting issues faster, and decrease personnel costs.

## Benefits

- Maximize revenue while managing the affiliate finance function effectively
- Mitigate costly employee turnover and training costs

- Detect revenue leakage with system and carriage level tracking and analysis
- Access real-time financial data and dynamic summary reports

- Reduce collection times and manage AR issues

## Highlights

- **Comprehensive:**  
Monthly financial close package and 24-hour secure access to data on VMetrics.com
- **Accurate:**  
Multi-level quality control to assure dependable reporting of revenue and other key data
- **Dedicated:**  
Personalized, experienced account management team and single point of contact
- **Scalable:**  
Multi-level team support with account redundancy to mitigate resource transition costs and risks
- **Optimized:**  
Maximize revenue and speed-up collection times on AR issues
- **Proven:**  
Manage over \$6 billion a year in license fee revenues
- **Software-based:**  
Data processed by experts in the industry's leading solution for revenue and subscriber management
- **Connected:**  
Leverage our industry expertise and distributor relationships for issue resolution

"Symphony MediaAI definitely qualifies as a partner with Scripps. SMAI's continued support helps us manage our business more efficiently and their willingness to partner with us on developing the reports has been a great benefit to our company."

- Alison Young, Senior Director of Accounting Operations



# Symphony MediaAI's revenue management services provide the highest quality and most comprehensive set of services, including:

- Agreement administration and compliance
  - Accounts receivable and payment processing
  - Full account reconciliation
- Carriage and transaction layer capture and analysis
  - MVPD remittance processing and invoicing
- Full monthly accounting close
  - Straightforward in-application reporting

## Month-end financial close package:

- Cash reports
  - Monthly accrual/billing reports
- Revenue adjustment reports
  - Executive summary reports
- Aging reports
  - Agreement grids

Monthly accounting close packages are delivered based on clients' unique business and reporting needs

Billing Detail by Service					
InvoiceDate	2019-04-01				
Service	SubscriberType	Agreement	Values	Billed Rate	Billed Revenue
Programming Network 1	Digital	10010-01	129,360.00	\$ 0.35	\$ 45,276.00
		20010-12	87,817.15	\$ 0.60	\$ 52,690.29
		52362-02	877,595.76	\$ 0.27	\$ 219,996.63
		52365-12	92,785.00	\$ -	\$ 272,500.00
	Commercial	56898-78	81,442.41	\$ 0.40	\$ 32,576.95
		59832-63	5,210.00	\$ 0.15	\$ 753.46
	Digital Basic	59653-47	114,625.00	\$ 0.39	\$ 44,703.75
		59832-63	2,910.00	\$ 0.20	\$ 582.00
		56898-78	80,316.58	\$ 0.40	\$ 32,126.63
	Expanded Basic	89465-95	1,135,784.70	\$ 0.60	\$ 681,470.82
59862-08		1,050,099.00	\$ -	\$ 6,000,000.00	
Admin Fee	59653-47	46,855.00	\$ 0.44	\$ 20,616.20	
56898-78	0.00	\$ -	\$ (250.00)		
<b>Programming Network 1 Total</b>			<b>4,916,404.76</b>	<b>\$ 0.39</b>	<b>\$ 7,917,976.50</b>
Channel HD	HD	10010-01	67,455.00	\$ -	\$ -
		20010-12	87,817.15	\$ -	\$ -
		89465-95	2,347,388.86	\$ -	\$ -
		52365-12	71,580.00	\$ -	\$ -
		59832-63	2,112.00	\$ -	\$ -
56898-78	13,537.27	\$ -	\$ -		
59653-47	57,426.00	\$ -	\$ -		
<b>Channel HD Total</b>			<b>2,647,316.28</b>	<b>\$ -</b>	<b>\$ -</b>
Regional Channel	Commercial	59653-47	332,665.00	\$ 0.25	\$ 83,166.25
		20010-12	87,817.15	\$ 0.30	\$ 26,345.15
		52362-02	532,563.42	\$ 0.10	\$ 53,256.36
		52365-12	69,450.00	\$ -	\$ 82,500.00
		56898-78	75,073.01	\$ 0.18	\$ 13,137.78
		59653-47	1,270,982.00	\$ 0.50	\$ 635,491.00
<b>Regional Channel Total</b>			<b>2,901,114.00</b>	<b>\$ 0.36</b>	<b>\$ 1,293,319.24</b>
Programming Network 2	Digital - Sports	59862-08	865,000.00	\$ -	\$ 3,500,000.00
<b>Programming Network 2 Total</b>			<b>865,000.00</b>	<b>\$ -</b>	<b>\$ 3,500,000.00</b>
<b>Grand Total</b>			<b>11,328,835.04</b>	<b>\$ 0.31</b>	<b>\$ 12,711,295.74</b>

**Linear VMetrics Reporting**

Actuals

Extract

Reports & Charts

DMA Report

Billing

Extract

Reports & Charts

Billing Comparison Report

Billed vs Actuals

Extract

Report

Cash

Extract

Adjustments

Extract

Aging

Extract

Report

Agreements

Extract

Report

MVPD Contacts

Extract

Headends

Contact Extract

**Actual Revenue Summary By Service - Report**

Period: 01/01/2019 To 06/30/2019

Service	01/01/2019	02/01/2019	03/01/2019	04/01/2019	05/01/2019	06/01/2019	Total
Channel HD	\$444,019.22	\$882,912.43	\$2,206.40	\$0.00	\$0.00	\$0.00	\$1,330,938.13
Programming Network 1	\$1,153,442.63	\$6,933,056.23	\$7,935,232.62	\$7,508,435.78	\$8,164,115.61	\$7,736,425.46	\$39,830,913.33
Programming Network 2	\$3,500,000.00	\$3,500,000.00	\$3,500,000.00	\$3,500,000.00	\$3,500,000.00	\$3,500,000.00	\$17,500,000.00
Regional Channel	\$54,051.71	\$976,885.71	\$887,735.01	\$897,533.66	\$1,610,553.62	\$1,214,477.26	\$5,944,120.99
<b>Grand Total</b>	<b>\$1,651,683.68</b>	<b>\$12,292,714.37</b>	<b>\$12,346,189.33</b>	<b>\$12,395,966.68</b>	<b>\$13,274,619.23</b>	<b>\$12,450,906.61</b>	<b>\$64,322,080.40</b>

## Symphony MediaAI Industry Depth

1. Broadcast Revenue Under Management
2. Broadcast Stations
3. Cable Revenue Under Management
4. Cable Services
5. Agreements Managed
6. Payments Processed
7. MVPD Relationships
8. Client Average Over 90 A/R

\$4.5B/Year

>700

\$1.5B/Year

81 Channels

4000/Month

4200/Month

>1450

<1%

Add advanced insights and efficiency to your revenue management operations.

Contact us

+1-303-694-0444 (Main)

rms@symphonymedia.com

www.symphonymedia.com