Revenue Manager™

Confidence in revenue sharing

Financial services organizations and retirement plan providers may be losing hundreds of thousands of dollars a year without the systems to track and claim owed account servicing and distribution fees.

FUNDLinx's Revenue Manager takes the guesswork out of receiving and paying fees and commissions by automating the entire process. This module calculates, reconciles, and posts account servicing and distribution fees due from funds on a cash or accrual basis, and it performs the same functions for amounts due to brokers, trust accounts and other revenue sharing clients. Revenue Manager supports revenue and commission fee calculations and tracking for omnibus accounts and their underlying sub-accounts, as well as for fully disclosed positions at the fund. The system can also calculate payments to multiple brokers that hold positions in the same omnibus account.

Quickly establish complex agreements
Revenue Manager's agreement wizard lets you quickly set up contracts and their respective fee formulas. With user-friendly drop-down windows, templates, and fill-in-the-blank technology, users can easily create even the most complex revenue sharing agreements.

Calculate finders' fee calculations on eligible trades
Revenue Manager supports finders' fee calculations on eligible trades, including the ability to calculate fees based on a tiered rate structure. Finders' fee calculations tie into 12b-1 trailer fees in which a 12b-1 contract requires the finders' fee-eligible trades to be excluded for a user-defined aging period. The system also tracks and ages CDSC fees in-house without breaking out omnibus accounts, enabling you to negotiate higher sub-TA fees.

Automatically calculated average daily balances
Revenue Manager generates the average daily balances for all asset-based fee types based on several calculation methods: (1) use fund reported position and if position is missing for any days use last reported position; (2) use reported position balances only; and (3) use average balance of periods, allowing users to select a date in the month to use, such as the balance on the last day of the month.

Enjoy flexible account selections
Revenue Manager offers tremendous flexibility in pinpointing which accounts to apply fee calculations. Selection categories include fund family, share class, CUSIP, user-defined social codes and clients, broker, TPA and firm. Within each category, you can include or exclude specific items or include all of them.

Ensure accurate payment of commissions to multiple brokers
Revenue Manager enables you to calculate net commissions to be paid to multiple brokers even when trading in omnibus accounts by assigning brokers to accounts at the customer/CUSIP level.

Delta Data software™

Benefits

- *Ensure precise calculation of both receivable and payable revenue sharing*

- *Empowers users to define the level of control—by line of business, customer account, account executive, etc.*

- *Free staff from manual tracking and reconciliation of fees and commissions*

- *Ensure accounting systems reflect accurate revenue sharing activity on a timely basis*

- *Reduce exposure to risk by automating regulatory compliance and maintaining a comprehensive audit trail*

- *Maximize fee income negotiations by comparing contracts and performing "what-if" scenarios to determine the calculation method most advantageous to your organization*

- *Implement the solution in-house or use it through an ASP*

Book monthly income accruals regardless of payment cycle

Calculate the revenue due from fund companies—and book it to your corporate ledger—on a monthly basis even if a fund pays on a different cycle, such as quarterly.

Assign tolerance levels to fee agreements

Revenue Manager allows you to assign a percentage tolerance amount and a dollar cap to revenue sharing agreements. Create adjustment transactions to write off the difference when it exceeds the established tolerance level established.

Age trades involving 12b-1 fees

Some revenue sharing contracts that pay commissions or finders fees on sales and also pay 12b-1 or trailers require new purchases to age for before paying the trailer fees. You can indicate how long to age purchases before calculating additional commissions due from the fund.

Establish date-effective agreements

All of the fee agreements you establish in Revenue Manager are date-effective. A revenue sharing agreement can consist of multiple fee types, such as 12b-1 fees and sub T/A fees, and each type has a start date and potentially a stop date. Using date-effective fee formulas you can establish rate changes to take effect automatically or at a future date.

Allocate payments at the account level

Revenue Manager allocates fund payments across individual accounts with one click. You can exclude or add an account to the allocation, and then re-allocate the payment until it equals the calculated amount due at the account level. You can also enter the individual amounts received at the account level and specifically identify accounts excluded by the funds for payments.

Automatically generated true-up adjustments

If there is a variance between the calculated amount due from the fund and the amount actually paid, Revenue Manager will create an adjusting transaction if the variance is within the tolerance level. The adjustment can be allocated easily across individual accounts or accounts may be adjusted individually.

Automatically match NSCC commission payments

Revenue Manager automatically matches payments from the NSCC's Commission Settlement Service with calculated amounts within the system. You can approve the matching prior to posting and manually un-match and rematch any mismatched accounts.

Access complete account history

Revenue Manager makes it easy for you to research account history by providing access to all current and prior period history for each fee calculation within the revenue sharing contract. For each billing cycle, the system displays the original amount calculated as being due, the payment received, and any adjustments.

All of the data used and produced by Revenue Manager is stored within the **FUNDLinx** platform, so it can be leveraged across additional FUNDLinx business modules: Trade Manager, Position Manager, Income Manager and Cash Manager.

▶ Additional features:

- Reverse fees and payments

- Complete accounts payable and receivable systems

- Manually match commission payments

- Make unlimited comments at the agreement level

- Create system generated invoices

- Flexible reporting

- Drill-down analysis of fee calculations

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