

# Revenue Sharing

**2022**

**Novalnet**

**WhitePaper on Revenue Sharing / Split Payments**

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# Introduction

Revenue sharing is the process of sharing revenue among multiple stakeholders who are participating in a business transaction. It's done based on the contractual agreement made between sales partners.

Revenue sharing can occur in various scenarios. For example, payments from customers may need to be split up when products from multiple merchants are involved for a single order in a marketplace or when commissions have to be paid out by merchants to their affiliates.

This whitepaper describes how Novalnet simplifies the revenue sharing process for merchants and their sales partners.



## Glossary

**Marketplace Provider** - Novalnet

**Contractual Partner** - Merchant who registered with Novalnet

**Affiliates** - Sales Partners who register as affiliates in merchant's ecommerce platform

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# How Revenue Sharing Works

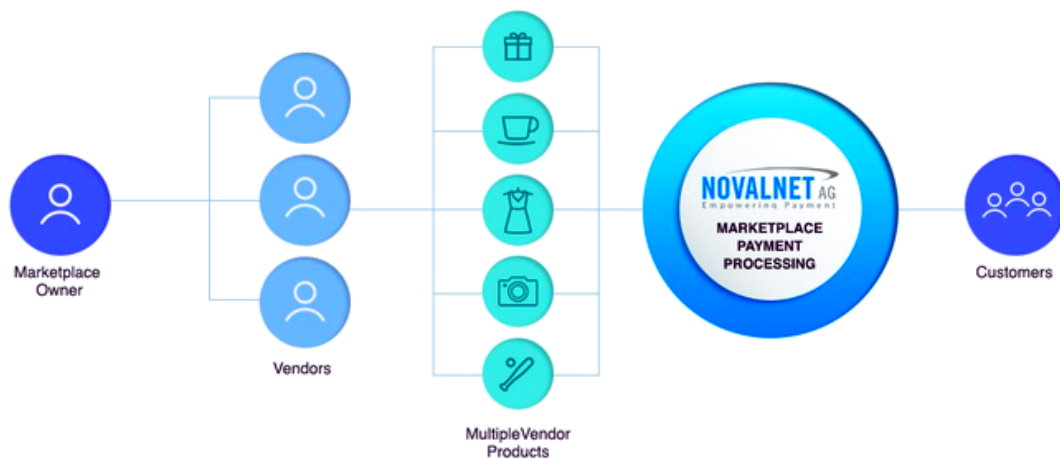


Usually, payouts are made by service providers to a single contractual partner. If a need to share revenue arises, the contractual partner would then initiate manual payouts to the other sales partners.

This requires extra work to be done by the contractual partner and the process is quite complicated to maintain in general.



# Revenue Sharing at Novalnet

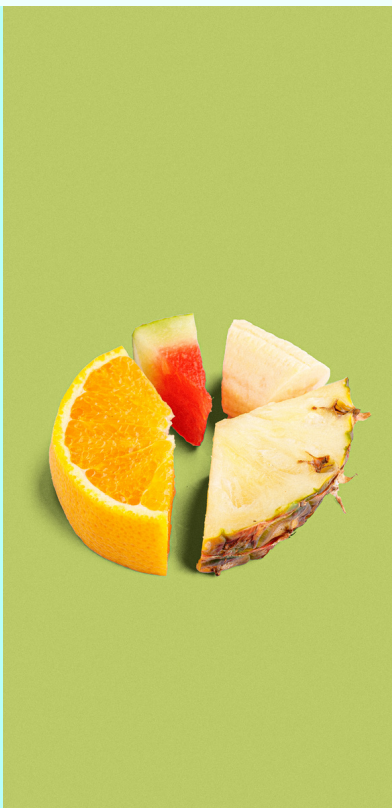


Revenue sharing at Novalnet greatly simplifies the process for our contractual partners whereby the revenue is split up at source by Novalnet and are then paid out directly to all the concerned sales partners.

The contractual partners at Novalnet can manage sales, cost and commission distribution to their affiliates through an interface. Payment distribution is made easy for all types of sales - positive or negative are standardized, where Novalnet shares the revenue in real-time.

# Types of Commission

Revenue sharing at Novalnet can be defined with four configurations based on the contractual partners' business model.



- € Percentage**  
Percentage-wise commission is calculated as a percentage of the order amount.
- € Fixed revenue sharing to the affiliates**  
Fixed revenue sharing to affiliates defines a specific amount to be shared to the affiliate irrespective of the order amount.
- € Fixed revenue sharing to the marketplace**  
Fixed revenue sharing to the marketplace defines a specific amount to be shared to the marketplace regardless of the order value.
- € Percentage and fixed revenue share**  
Both percentage and fixed revenue sharing can be configured simultaneously if required.

# Configuring Commission Distribution

The steps below explain how to configure commission settings in the Novalnet Administration Portal.

The merchant or contractual partner has to log in to the Admin Portal and proceed to the **Marketplace/Affiliate** section. Under **Project & Affiliate Commission Configuration**, commission settings can be configured for the project or each affiliate.

The screenshot displays the Novalnet Administration Portal interface. On the left, a dark sidebar contains a menu with various options. The 'Marketplace/Affiliate' option at the bottom is highlighted with a red box and a red circle containing the number 1. The main content area shows the 'Project & Affiliate Commission Configuration' page. At the top, there are tabs for 'Project & Affiliate Commission Configuration', 'Affiliate Info', and 'Affiliates'. The 'Project & Affiliate Commission Configuration' tab is active, displaying a table with the following data:

S.No	Project name	URL	Commission	Fix Commission	Cost commission	Edit
1	Novalnet-Test-Account	https://admin.novalnet.de	90.00 %	1.00 €	50 %	<div><div>Project Commission</div><div>Affiliate Commission</div></div>

The 'Project Commission' button in the 'Edit' column of the first row is highlighted with a red box and a red circle containing the number 2. The footer of the page includes 'Data protection | Imprint |' and '© Novalnet 2022'.

# Configuring Commission Distribution

Clicking **Project Commission** shows options to set the commission for each project with Commission, Fixed Commission and Cost Commission settings.

The screenshot displays the NOVALNET AG Project & Affiliate Commission Configuration interface. The interface includes a sidebar with navigation options and a main content area with tabs for Project & Affiliate Commission Configuration, Affiliate Info, and Affiliates. The Project & Affiliate Commission Configuration tab is active, showing a table with the following data:

S.No	Project name	URL	Commission	Fix Commission	Cost commission	Edit
1	Novalnet-Test -Account	https://admin.novalnet.de	90.00 %	1.00 €	50 %	<div>Update Cancel</div>

Red boxes and circles highlight the Commission and Fix Commission input fields (labeled 3) and the Update button (labeled 4).



# Configuring Commission Distribution

Clicking **Affiliate Commission** shows options to set the commission for each affiliate with Commission, Fixed Commission and Cost Commission settings.

The screenshot shows the NOVALNET AG dashboard. On the left sidebar, the 'Marketplace/Affiliate' menu item is highlighted with a red box and a red circle with the number 1. The main content area displays the 'Project & Affiliate Commission Configuration' table. The table has columns: S.No, Project name, URL, Commission, Fix Commission, Cost commission, and Edit. The first row shows '1', 'Novalnet-Test-Account', 'https://admin.novalnet.de', '90.00 %', '1.00 €', '50 %', and an 'Edit' button. The 'Edit' button has two sub-buttons: 'Project Commission' and 'Affiliate Commission'. The 'Affiliate Commission' button is highlighted with a red box and a red circle with the number 2.

S.No	Project name	URL	Commission	Fix Commission	Cost commission	Edit
1	Novalnet-Test-Account	https://admin.novalnet.de	90.00 %	1.00 €	50 %	<div>Project Commission</div> <div>Affiliate Commission</div>

The screenshot shows the NOVALNET AG dashboard. On the left sidebar, the 'Marketplace/Affiliate' menu item is highlighted with a red box and a red circle with the number 1. The main content area displays the 'Project & Affiliate Commission Configuration' table. The table has columns: S.No, MID, Mode, Affiliate, Address, Commission, Fix Commission, Cost commission, and Edit. The first row shows '1', '21', 'TE', 'BEMBEL GmbH', '60594, Frankfurt am Main, Klappergasse, 14', '10.00 %', '0.00 €', '0 %', and an 'Edit' button. The 'Edit' button is highlighted with a red box and a red circle with the number 3.

S.No	MID	Mode	Affiliate	Address	Commission	Fix Commission	Cost commission	Edit
1	21	TE	BEMBEL GmbH	60594, Frankfurt am Main, Klappergasse, 14	10.00 %	0.00 €	0 %	<div>Edit</div>
2	42	LIV	ApplePay - TE	85774, Mustermann, Mustermannstr., 4	78.45 %	100.56 €	3 %	<div>Edit</div>

# Configuring Commission Distribution

Each project may contain one or more affiliates. Updating the configured values will automate regular payouts to the affiliates and the marketplace without hassle.

**NOVALNET AG**  
Empowering Payment

Search

Statistic

Dashboard

Manual processing

End customer **New Beta**

Dunning & Debt collection

Invoice & Payout

Additional Services

Projects

Subscription

Marketplace/Affiliate

div.left-corner 682 x 0

Search

MID 36 LIVE MODE

Project & Affiliate Commission Configuration

Affiliate info

Affiliates

S.No	Project name	URL	Commission	Fix Commission	Cost commission	Edit
1	Novalnet-Test-Account	https://admin.novalnet.de	90.00 %	1.00 €	50 %	

S.No	MID	Mode	Affiliate	Address	Commission	Fix Commission	Cost commission	Edit
1	2157	TE ST	BEMBEL GmbH	60594, Frankfurt am Main, Klapper gasse, 14	10.00 %	0.00 €	0 %	<b>5</b> Update Cancel
2	4207	LIV E	ApplePay - TEST-ACCOUNT	85774, Mustermann, Mustermannstr., 4	78.45 %	100.56 €	3 %	

# Additional Features

**The deposit of the general distribution of commissions (percentage, fixed amount or both) for all affiliates can be preset at Novalnet per project.**

**Additionally, Novalnet provides dynamic commission distribution in real time through our API integration or Batch procedure via SFTP.**





# About Novalnet AG

Founded in 2007, Novalnet is a pioneer in all-in-one payment services. Our strength remains in the unrelenting pursuit for perfection, innovation and acceleration, supported by the best people in the industry. This constant drive to innovate and scale keeps our global payment solutions ahead of the game and gives you the business edge. Our belief in exceeding the best of expectations have made us one of the most popular payment service providers in Europe.



# Thank You

Accept 200+ payment methods in 150+ currencies globally in a highly secure, state-of-the-art environment supported by AI-powered risk management for SMEs & large enterprises. Novalnet hosts multiple value-added features & services including recurring payments, debt collection, automated marketplace.



+49 899230683-20



sales@novalnet.de



www.novalnet.com

## Germany

**Novalnet AG,**  
Zahlungsinstitut (ZAG)  
Feringastr 4,  
85774, Unterföhring

## United States

**Novalnet Payment Corp.**  
302A W. 12th St. #318  
New York, NY 10014  
U.S.A.

## United Kingdom

**Novalnet Ltd.**  
Suite 1.11B easyHub,  
22 Addiscombe Rd,  
Croydon CR0 5PE

## India

**Novalnet e-Solutions Pvt. Ltd.**  
131 Lakeview St, East Tambaram,  
Chennai Tamil Nadu 600059,  
India