

Revenue Sharing



Novalnet

WhitePaper on Revenue Sharing / Split Payments

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Introduction

Revenue sharing involves the distribution of revenue among various stakeholders who participate in a business transaction. This distribution is determined by the terms and conditions agreed upon in the contractual agreement between contractual 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

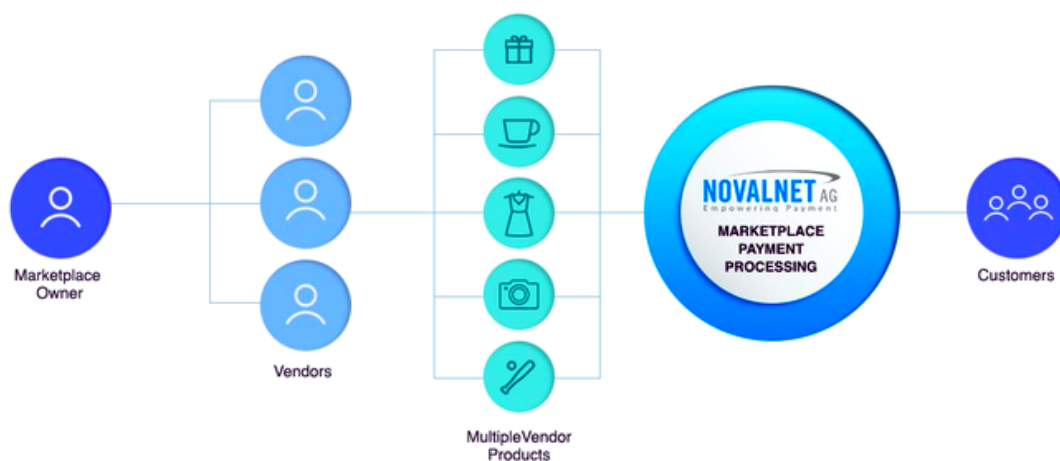
How Revenue Sharing Works



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

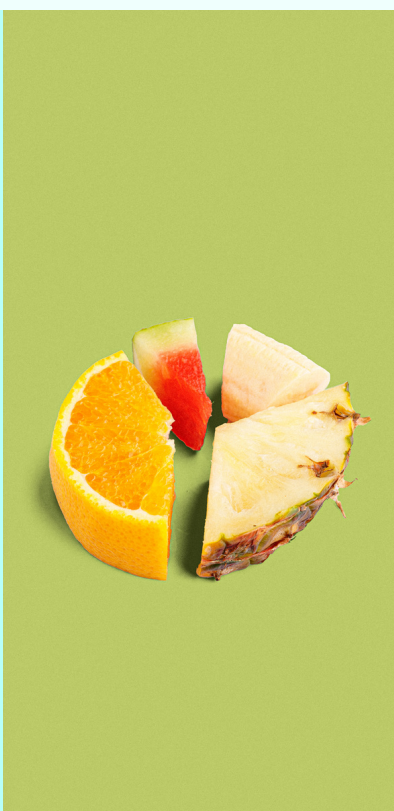


Revenue sharing at Novalnet greatly simplifies the process for our contractual partners whereby the revenue is split up at source by Novalnet and are then paid out directly to all the concerned sales partners.

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 shows the Novalnet Administration Portal interface. The sidebar on the left contains a menu with items like Search, Statistic, Dashboard, Manual processing, End customer (New Beta), Dunning & Debt collection, Invoice & Payout, Additional Services, Projects, Subscription, and Marketplace/Affiliate (highlighted with a red box and a '1'). The main content area is titled 'Project & Affiliate Commission Configuration' and has tabs for 'Affiliate Info' and 'Affiliates'. Below the tabs is 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 %	Project Commission Affiliate Commission

The 'Project Commission' button in the 'Edit' column of the first row is highlighted with a red box and a '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 'Project & Affiliate Commission Configuration' interface. The table below shows the configuration for a project named 'Novanet-Test -Account'.

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

Red boxes highlight the Commission and Fix Commission fields, and the Update button. Red circles with numbers 3 and 4 are placed below the Commission and Update fields respectively.

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 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 %	Project Commission Affiliate Commission

The screenshot shows the Novalnet AG dashboard. The main content area displays the 'divleft-corner' table with two rows of affiliate data. The table has the following data:

S.No	MID	Mode	Affiliate	Address	Commission	Fix Commission	Cost commission	Edit
1	2157	TE	BEMBEL GmbH	60594, Frankfurt am Main, Klappergassee, 14	10.00 %	0.00 €	0 %	Edit
2	4207	LIV	ApplePay-TE SF-ACCOUNT	85774, Mustermannstr., 4	78.45 %	100.56 €	3 %	Edit

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.

The screenshot shows the NOVALNET AG web application interface. The left sidebar contains navigation options: Search, Statistic, Dashboard, Manual processing, End customer (New Beta), Dunning & Debt collection, Invoice & Payout, Additional Services, Projects, Subscription, and Marketplace/Affiliate. The main content area is titled 'Project & Affiliate Commission Configuration' and includes tabs for 'Affiliate info' and 'Affiliates'. A table lists projects and their commission configurations:

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

Below this, a detailed view of an affiliate is shown with the following data:

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 %	Update
2	4207	LIV E	ApplePay - TE ST-ACCOUNT	85774, Mustermann, Mustermannstr., 4	78.45 %	100.56 €	3 %	

Red annotations in the image include a box around the '10.00 %' commission value (labeled '4') and a box around the 'Update' button (labeled '5').

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.

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