

CASE STUDY

Travel – Commission Allocation and Sharing

Client:

Group of travel management companies with combined turnover of more than \$1 billion.

Problem:

Commissions from airlines, hotels and car hire companies are paid at group level. Complicated and time consuming process to allocate commissions to each member agency.

Solution:

Automated solution to collect commission data, calculate allocations and produce invoices for each member agency.

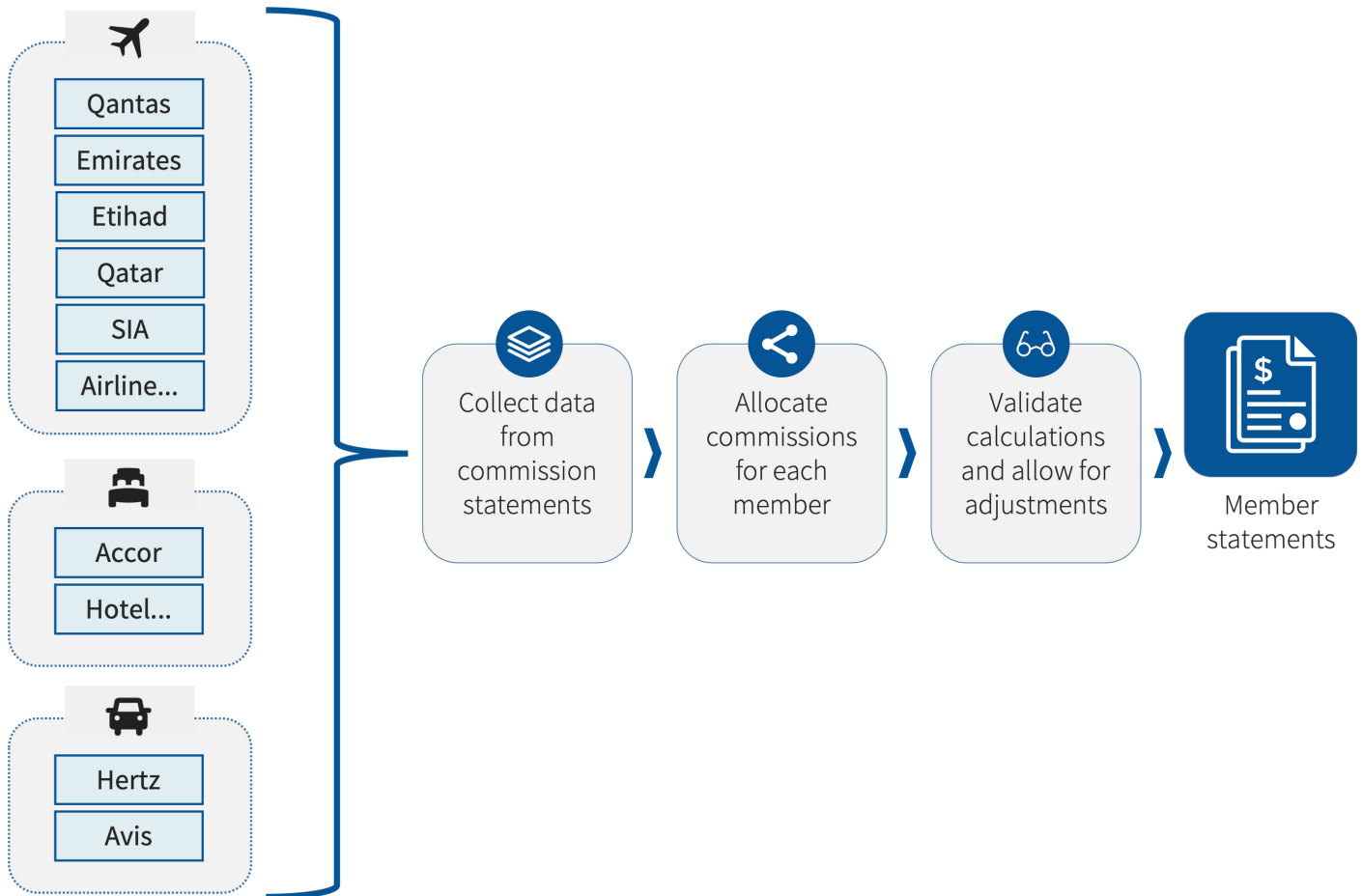
**Before:**

- Two day process, outsourced to an accounting firm.
- Difficult to scale for new member agents and additional suppliers.
- Extensive data manipulation in Excel. Easy to make mistakes (resulting in incorrect payments to agents).

After:

- Automated process that runs in under two hours.
- Infinitely scalable solution. New agents and suppliers added in minutes.
- Validation checks to help minimise risk of calculation errors and downstream issues due to incorrect payment.

THE PROCESS



1. Suppliers pay commissions to group and provide statements (to group).
2. Commission statements loaded into SolveXia along with revenue performance for each agency.
3. Commissions are allocated to each member based on their individual contributions to overall revenue.
4. Automated validations are performed to ensure that the commissions have been correctly allocated and all revenue is accounted for.
5. Staff review the payments and make adjustments as needed.
6. Statements generated for each member agency.

SAMPLE OUTPUTS

TAX INVOICE				
Morty's ID travel ABN: 44 232 322 533 22 Smith Avenue Sydney NSW 2000 Attn: Ricardo Sanchez Email: ric@midtravel.com			Awesome travel group ABN: 212 121 211	
Airline	Comment	Eligible revenue	Override	Commission
Qantas	Quarterly incentive payment	\$400,212	3.70%	\$14,807.84
Qatar	Monthly commission	\$52,322	7.30%	\$3,819.51
Emirates	Annual override	\$932,232	6.80%	\$63,391.78
Total				\$82,019.13
Less membership fee				(\$500)
Total payable				\$81,519

Each member is provided with a statement showing their commissions.

KEY METRICS



50 STEPS AUTOMATED.



COMMISSIONS ALLOCATED FOR
~50 MEMBERS.



END-TO-END PROCESS COMPLETED
IN UNDER 2 HOURS.



SAVED ~2 DAYS OF EXTERNAL
ACCOUNTANT FEES EACH MONTH.



COMMISSION DATA COLLECTED FOR
UP TO 30 DIFFERENT SUPPLIERS AT
A TIME.

ABOUT SOLVEXIA

SolveXia is an automation, data management and analytics platform used by banks, general and life insurers and other companies. The tool is particularly well suited to complex and specialised processes that are repetitive and would otherwise rely on spreadsheets, Access databases or macros. Users automate processes by configuring a series of drag-and-drop “robots” capable of collecting, validating, transforming and calculating data.

SolveXia executes processes faster (at least 10x), produces more credible and consistent information and enforces transparency and audit controls. By doing so, organisations are more easily able to achieve strategic objectives in areas such as compliance, customer/partner engagement and risk-mitigation.