



**ARGO**  
SYSTEMS

*The Bridge between Cable Networks  
and Multiplatform Providers*

# MEDEA

## The Industry Leading Affiliate Management Software Solution

### Manage All Affiliate Data from One Trusted Source

Join over 100 cable networks utilizing Medea across the United States, Canada and Europe since 1995

- Ensure You Are Getting Paid Correctly From All MSO's
- Understand Your Distribution and Identify Opportunities
- Reduce Costly Manual Errors and Increase Productivity
- SOX Compliant - Audit Trails and Complete History/Transactional Records
- Robust Security Options by User and/or User Groups

### Billing and Accounts Receivable

Serving as a sub-ledger, Medea accurately and efficiently manages your end-to-end billing cycles and simplifies the application of affiliate payments to invoices/accruals.

- Generate accruals based on contract terms
- Apply MSO remittances to the detailed system level
- Propose adjustments based on identified discrepancies to facilitate reconciliation
- Track account history (system sales, transfer, splits, merges, launches and drops)
- Forecast revenue based on multiple factors into future time periods

### Contract Management

Medea supports even the most complex contract terms. Automate the process of entering, updating and applying contracts resulting in less manual effort and lower margin of error.

- Track multiple rate cards and rate triggers
- Store rates for the entire life of the contract with CPI and rate triggers
- Report on contract expirations, unsigned contracts and contract breaches

### Subscriber and Distribution Management

Organize network affiliate subscriber information at the MSO System, Cluster, Regional, Division and Corporate levels.

- Import updated subscriber counts and cash from MSO electronic remittances
- Retain full subscriber history for reporting and analysis
- Full reporting on subscriber variances and billing comparisons

### Sales and Customer Relationship Management

Manage critical non-affiliate subscriber data along with contacts, mailing lists, call reports, promotions and sales forecasting.

- Manage your affiliate and non-affiliated systems from one source
- Organize systems and contacts by MSO clusters, regions and divisions
- Synchronize your Outlook and Medea contacts

### Effectively Control Your Signal

Stop managing authorizations and headends outside of your affiliate data and take control of your signal.

- Manage receiver and unit address information
- Tie these receivers to a headend and the corresponding billing system(s) that the headend serves
- Full reporting on subscriber variances and billing comparisons

### Robust Reporting

Real-time reporting functionality that is unmatched in the industry. Over 150 customizable standard reports with flexible search criteria and the ability to save all reports to Excel or PDF.

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