



HEADEND RECONCILIATION

DO YOU KNOW WHERE YOUR SIGNAL IS?

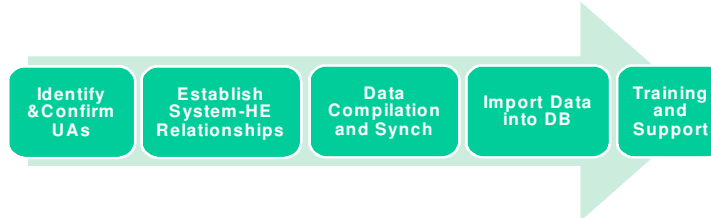
Networks often manage authorizations and headends independently of other affiliate information. This lack of integrated data prevents a network from accurately tying paying cable systems to their corresponding headend. This can result in the following ramifications for your network:

- **SOX compliance / audit issue**
- **Inability to effectively enforce collections**
- **Lack of history, reporting and visibility**
- **Increased likelihood of signal piracy**

TAKE CONTROL

To effectively control your signal, you not only need to manage receiver and unit address information, but must also tie these receivers to a headend and the corresponding billing system(s) that the headend serves. Many networks lack the critical information and processes to establish and maintain these relationships.

- Through Argo's proprietary list of over 4000 headend contacts and headend-billing system relationships, we have the data to give your network full control over your signal.
- Argo will capture the data to provide you with a baseline, update your affiliate management system and provide the **training, support** and **best practices** necessary to manage this data and process going forward.



WHY ARGO - THE STRENGTH OF INDUSTRY EXPERIENCE

To guarantee success, it is **critical** to have the headend/MSO contacts, the billing system to headend relationships, the understanding of the process to maintain this data and the manpower to process responses from the headends in a timely manner.

Argo has this knowledge, this data, and the experience – we have executed headend reconciliations for both fully and partially penetrated networks for over 7 years. We have helped networks respond to audit issues, prepare for digital transitions, transponder changes and signal encryptions.

BENEFITS

After headends are tied out to corresponding billing systems, the benefits are numerous, including:

- **Addressing Audit Concerns** – the data and process that Argo provides ensures a SOX compliant environment
- **Collection Enforcement** – have the confidence to deauthorize due to lack of payment
- **Revenue Recovery** – Determine who is not paying for your signal and go after the revenue
- **Eliminating Signal Piracy** – Reduce the ability of reused receivers to be pirated by another headend
- **Establishing Infrastructure** – Provide the data backbone for future headend needs (e.g. mass mailings, satellite transponder changes and digital migrations)