



The Hertz Corporation is one of the largest worldwide rental companies, and operates the Hertz, Dollar, Thrifty and Firefly vehicle rental brands in approximately 10,200 corporate and franchise locations across the globe.

Challenges

- Manage different commission programs
- Inaccurate commission settlements leading to claim adjustments
- Manage Franchise Revenue share and Intercompany Revenue splits
- Visibility to rental agreements and related commissions

Solution

RecVue helped Hertz to integrate their billing and compensation into a single system of record, automate the key elements of accrual & streamlined settlement of these Contra Revenue items as well as manage their partner commission programs, franchise revenue share rules and IC revenue splits.

Benefits

By implementing RecVue solution, Hertz attained a much higher level of partner/franchise satisfaction due to faster revenue settlements RecVue solution also provided Hertz the visibility into millions of rental agreements and commissions transactions, reducing operational inefficiencies while increasing auditability & control. RecVue's implementation added tremendous confidence to Hertz financial statements and saw them launching new services that grew its stock price by 8%.



Industry:
Transportation and logistics



Annual Revenue:
\$9.8 Billion

4.5M+

Rental Agreements and Invoices per month across 100,000 pricing rules

40K+

Partners (Tours, Licenses, Travel Agents, Etc) Paid

12K+

Commissions and Concession Contracts

43,600

Licensee Locations Globally



“Leveraging RecVue’s technology platform will enable Hertz to continue our digital transformation journey and respond to evolving customer demand.”

– **David James**, VP Corporate and Financial Systems