## Mode Mobile

Scoping start date: May 2, 2024

Implementation Completed Date (Go live date):

MSA Signature Date: Apr 26, 2024

GTM POC: Jarrett

ERP: QBO

Tax Integration: No Tax

### 

### Key people at Merchant

### Accountant: Kathleen, Eric

### Data: Akanksha

### Company summary

Mode Mobile makes a variant of Android that displays advertising to the user. They collect money from the advertising networks based on how many ads were displayed and the contracted prices and share some of that revenue back to the users.   
  
AM Notes

* None

### Billing model

* There is a data report from the Mode Mobile team that states how much should be billed to each provider each month. This report is usually available one week after the end of the month.
* Mode uploads that report to Tabs through the Events system and Tabs generates bills for the relevant partners.

### Contract Processing Steps

1. Mode Mobile contracts do not need to be processed by reading the contracts. Instead, for each uploaded document, do the following:
   1. Assign to the correct customer (create customer if does not exist in QBO)
   2. Create a single billing term for the Customer with name “Monthly Revenue Share”, billing type “unit price”, event to track “revshare”, and price “1”.
   3. Start date should be the first of the month after the closed period
      1. For example, if the closed period ends 5/30/2025, start date should be 6/1/2025.
   4. Total invoices should be “12”.
   5. **Net terms** and **Integration item** can be found in this worksheet: [Mode Mobile / Tabs usage data](https://docs.google.com/spreadsheets/d/1Z0AQG8BNFxACQId7ZE5nCvKg1k-7GToe-YAh9vKSNzI/edit#gid=1990774079) (note that this file is shared with the merchant). In the absence of a row in the worksheet, please use NET 30 days and no integration item.
   6. Mark as processed
2. For customers in the data sheet that do not have a contract, please upload a fake contract and create BTs as indicated in Step 1 anyway. This fake contract can be the attached PDF. [Contract stand-in.pdf](https://drive.google.com/file/d/1lg6fSQrHdyesV6YGli_nZq7BelGCI_Ik/view?usp=drive_link)

### Events Processing (if necessary)

* None. Events are self-service for Mode Mobile.

### Customer Information

* None

### Feature Requests

* None

### Rewatch Calls

* Sales 1: <https://tabs.rewatch.com/video/y75bzzt21uou5oma-kathleen-carroll-and-jarrett-martin-april-10-2024>
* Sales 2: <https://tabs.rewatch.com/video/mvriyvulb4on6qgm-kathleen-carroll-and-jarrett-martin-april-22-2024>
* Onboarding 1: <https://tabs.rewatch.com/video/3ert6fp8xbvdphrx-kathleen-carroll-and-jarrett-martin-arjun-gopalratnam-may-2-2024>
* Onboarding 2: <https://tabs.rewatch.com/video/383dxh20trss19jl-tabs-mode-mobile-onboarding-v2-may-3-2024>