

MANAGING REVENUE ACROSS MULTI-PARTY NETWORKS

The Problem

Years ago, revenue accounting was little more than the fairly straightforward sell, ship, and invoice process. Today, however, large businesses across numerous industries like travel, technology, energy, and healthcare depend on extensive channel and distribution frameworks. That's led to a tangled set of inbound and outbound payment flows – in almost limitless combinations – managed by separate payable, receivable, and billing systems and applications.

For instance, suppose a software business sells through a channel partner. It might invoice the channel partner – or invoice the end customer, receive payment, and then send a commission to the channel partner. Another business model might rely on consumption-based pricing and a range of third-party payments. In virtually every instance, multi-party payments require a lot of systems integration and coordinated workflows that create a lot of headaches, delays, and errors. Now, factor in the complexities of high growth, outdated systems, and a sea of fragile spreadsheets.

The Result

Most companies can't get a complete, accurate, unified, and timely picture of all revenue and expenses associated with a specific order. And that makes it impossible to accurately report on margins and products for your different products and services.

RecVue Advantages for Partner Billing

 A single platform to automate recurring and contract-based billing

 Enterprise order/contract lifecycle management

 Import usage data from multiple sources

 Eliminate Excel spreadsheets

ABOUT RECVUE

RecVue is the fastest growing agile monetization platform that helps enterprises manage their innovative business models. We are the only platform that gives companies complete control over all aspects of their recurring revenue contracts at scale while maintaining the flexibility for monetization innovation and financial rigor for compliance. The result is increased revenue growth, faster time to market, and total visibility into all revenue streams.

**The future of monetization
is with RecVue.**



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Flexibility for Complex Scenarios

Automate inbound revenue and outbound expense flows under the widest range of business models, such as flat fees, tiered models, commissions, discounts, escalators, and more.



Faster Billing Cycles

RecVue enables your finance team to accelerate period closes, reduce DSO/DRO, and increase your revenue – even when you have millions of transactions a day.



Greater Accuracy for Billing and Invoicing

Scale from one-time bills to complex usage/consumption models. Allocate expenses and offsets to partners and distributors. RecVue provides pre-validated bill runs, tailored invoices, and accurate disbursements.



Unified Revenue and Expense Data

By aggregating all the relevant revenue and expense data for each order, RecVue lets you work with one unified record for AR and AP.



Support for Usage Consumption

Whether it's mileage in a rental car, transactional charges for POS terminals, monthly data consumption, management-fee calculations, or other variable expenses, RecVue can capture usage data from virtually any source and translate it into a standard billing format. No more error-prone, time-consuming manual data entry.



Insights

RecVue gives you a 360 degree view into your contracts with its easy to use self-service reporting, so you can create real-time analyses of your pricing and commissions strategies or develop new business models to optimize revenue.



Integration with ERP

RecVue sits atop your ERP platform, passing line items and payables lines. Your ERP system – such as Oracle Cloud Financials – still handles your collections and distribution of funds, which minimizes disruption and risk.



Optimize Revenue and Pricing

Create real-time analyses of your pricing strategies or develop new business models to optimize revenue.



Automated, Intelligent Revenue Recognition

With today's revenue-recognition frameworks, how you treat expenses is every bit as important as how you treat revenue. RecVue breaks down every source of revenue and expense and ties it to individual orders to help you stay compliant – automatically.



No More Excel Headaches

Instead of maintaining and consolidating dozens or hundreds of external spreadsheets for different partners, channels, or subsidiaries, RecVue lets you handle all complex calculations within its own platform.