

REVENUE MANAGEMENT

RecVue Advantages for Revenue Management

- ✓ Immediate access to data
- ✓ Faster close times
- ✓ More accurate forecasting
- ✓ Better decision making
- ✓ Reduced financial risk
- ✓ ASC 606 and IFRS 15 compliance

The Problem

Revenue management is becoming increasingly complex and manual processes are not able to scale to meet the needs of most businesses. For many organizations, increasing regulatory pressure, such as ASC 606 and IFRS 15, demands improved revenue recognition, compliance and reporting. In fact, these new regulations have forced organizations to rethink the entire order-to-cash process. Hybrid digital/ physical business models are most affected and the adoption of automated revenue management is increasing. Adoption of subscription, usage and other pricing models are also key drivers for investment in revenue management applications.

Common challenges include:

- Orders placed in multiple systems (Billing, Revenue Recognition, Payables)
- Long delays in financial closing cycles
- Delays in preparing audited financial statements
- Delays in M&A transactions executed
- Manual interventions
- Managing liability, such as deferred revenue

The Solution: Comprehensive Revenue Recognition

Complex Contract Revenue Automation

- Contract liabilities
- Carve outs
- Lease modifications
- Usage based contracts
- Variable performance obligations

ASC 606 & 842, IFRS 15 Requirements

- Support for complex contracts and the new leasing standards
- Configure performance obligations by order type
- Automate revenue adjustments related to contract modifications
- Account for the right to use lease assets and liabilities for the balance sheet

Streamline Compliance

- Reduce Manual Processes
- Automate Journal Entries
- Defend Financial Disclosures

The Result

With RecVue's revenue management capabilities, finance organizations have an easier, more secure process for translating complex contractual relationships into accepted accounting statements to meet these rigorous compliance rules. Other revenue recognition solutions require that you rebuild the order, but with RecVue the contract is the central element for all downstream processes. RecVue can systemize revenue recognition accounting for high-volume and complex transactions. In addition, the ability to recognize revenue based on activity from any source system is a key benefit.

Benefits include:

- Reduced financial risk
- Significant time savings
- Faster close time
- Greater business insights
- Integrated with any ERP system

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



1731 Embarcadero Road, Suite 230,
Palo Alto, CA 94303 USA
www.recvue.com

© COPYRIGHT 2020. ALL RIGHTS RESERVED.