

Revenue Management

Modern monetization solution built from the ground up to manage subscription and non-subscription business at scale

 **\$30B Revenue Under Management**

 **5B Transactions Under Management**

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. Increasing growth in hybrid digital/ physical business models require the adoption of automated revenue management to better manage transaction complexity. Adoption of subscription, usage and other pricing models are also key drivers for investment in revenue management applications. Furthermore, the requirement to back-date amendments to contracts and enable flexibility in serving customers has reinforced the need for automation.

Why Enterprises Need Modern Monetization Capabilities:





RecVue's revenue management solution is designed for organizations that are experiencing rapid growth in recurring revenue, which leads to greater transaction complexity. RecVue is designed to handle complex contract amendments to customer orders, all while meeting strict ASC 606 and IFRS 15 compliance standards.



Challenges with Traditional ERP Solutions:

-  Built on legacy technology that cannot handle the scale of customer growth
-  Multi-element arrangements, in which different goods and services are bundled together and discounted heavily
-  Complex contract amendments
-  Determining the Standalone Selling Price based on dynamic pricing models

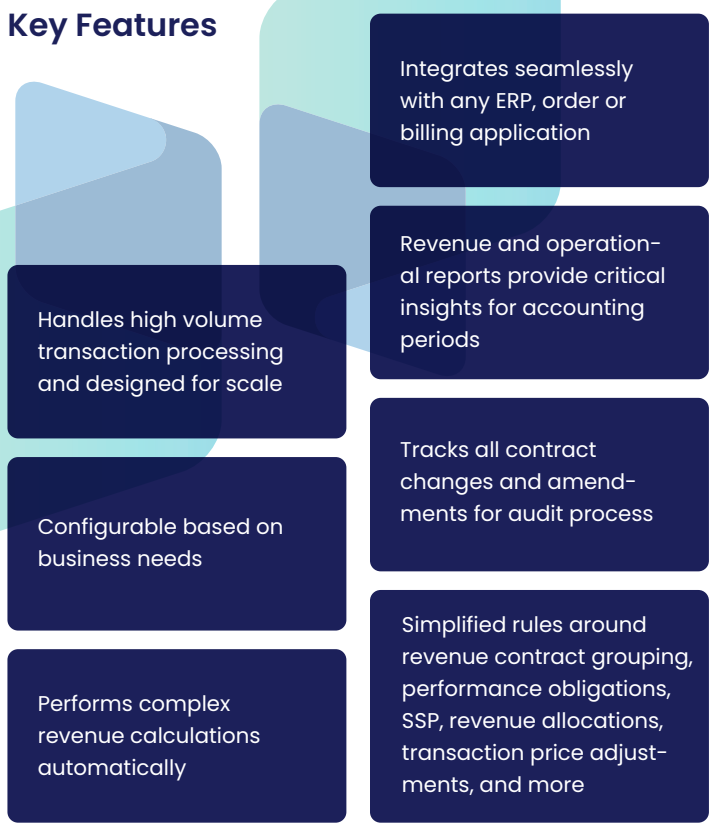
Revenue Management Challenges:

-  Orders placed in multiple systems (Billing, Revenue Recognition, Payables)
-  Long financial closing cycle times and manual intervention
-  Challenges in preparing audited financial statements and managing liability
-  Delays in M&A transactions executed

The Solution:

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. By implementing RecVue, organizations can spearhead digital transformation initiatives and launch new product offerings more easily through modern monetization.

Key Features



- Handles high volume transaction processing and designed for scale
- Configurable based on business needs
- Performs complex revenue calculations automatically
- Integrates seamlessly with any ERP, order or billing application
- Revenue and operational reports provide critical insights for accounting periods
- Tracks all contract changes and amendments for audit process
- Simplified rules around revenue contract grouping, performance obligations, SSP, revenue allocations, transaction price adjustments, and more



Comprehensive Revenue Recognition

- Eliminate reliance on spreadsheets through automation
- Comply with ASC 606 and IFRS 15 regulations
- Reduce errors during audits
- Shorten financial close cycles
- Easier reconciliation
- Real-time visibility into contract changes and revenue reporting



Complex Contract Revenue Automation

- Contract liabilities and carve outs
- Lease modifications
- Usage based contracts
- Variable performance obligations and revenue reporting



ASC 606 and IFRS 15 Requirements

- Support for complex contracts and 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

- Improve decision making with greater business insights
- Reduce manual processes, revenue leakage and financial risk
- Automate journal entries
- Defend financial disclosures