

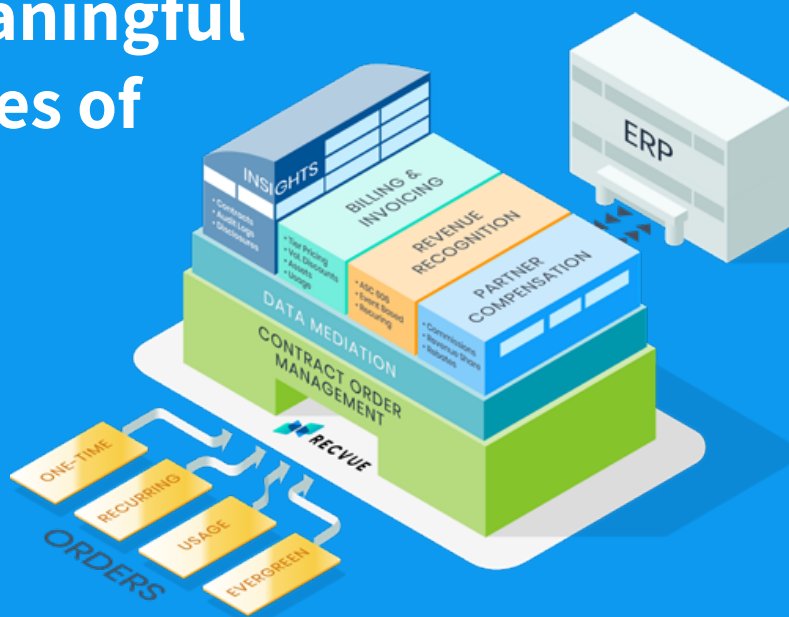


RecVue Agile Monetization Platform

The most advanced billing, revenue and partner compensation platform in existence today



A true 360-degree view into the **most meaningful** **financial processes of** **your enterprise**

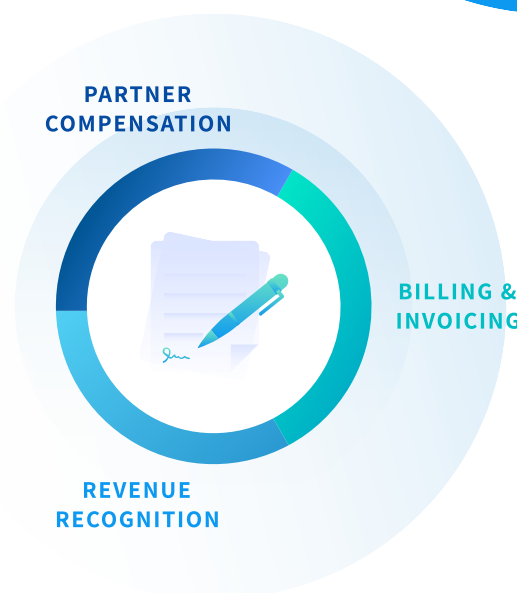


The Importance of Unification

One of RecVue's true differentiators is the ability to seamlessly integrate and automate billing, data mediation, revenue and partner compensation processes all under one unified platform. RecVue's unique contract-centered approach allows you to visualize profitability across your order-to-cash processes within a single solution.

When combined with our analytics and reporting tool, Insights, you'll also be able to design dashboards and detailed reports through a flexible interface for top level KPI visibility and fully informed decision-making.

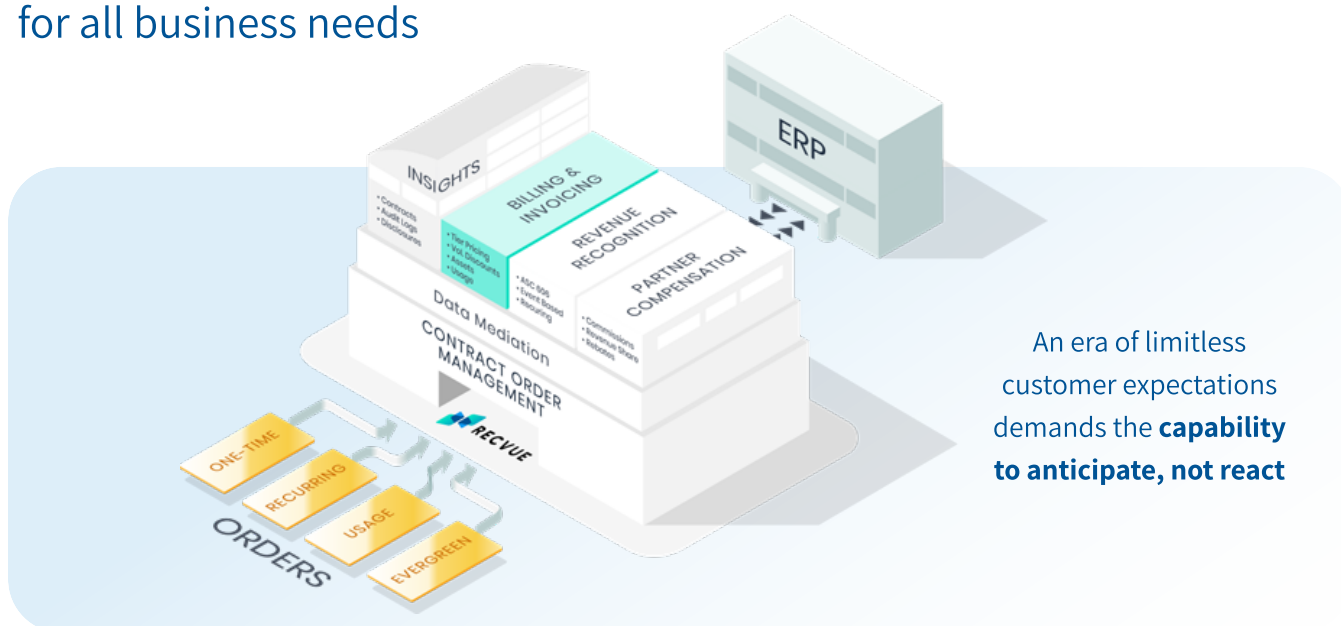
Flexible automation to define interdependent requirements provides a complete 360-degree view, consolidating your company's most meaningful financial processes in order to manage them with confidence and flexibility, all to scale.





Billing & Invoicing

Configurable billing and pricing
for all business needs



An era of limitless
customer expectations
demands the **capability**
to anticipate, not react

Any and all types of billing should be within reach for an order-to-cash platform enabling full-fledged enterprise capabilities, including:

✓ One-time billing (traditional)

✓ Recurring billing (subscription)

✓ Usage-based billing

✓ Asset billing

✓ Lease billing

✓ Custom billing frequency

✓ Professional services

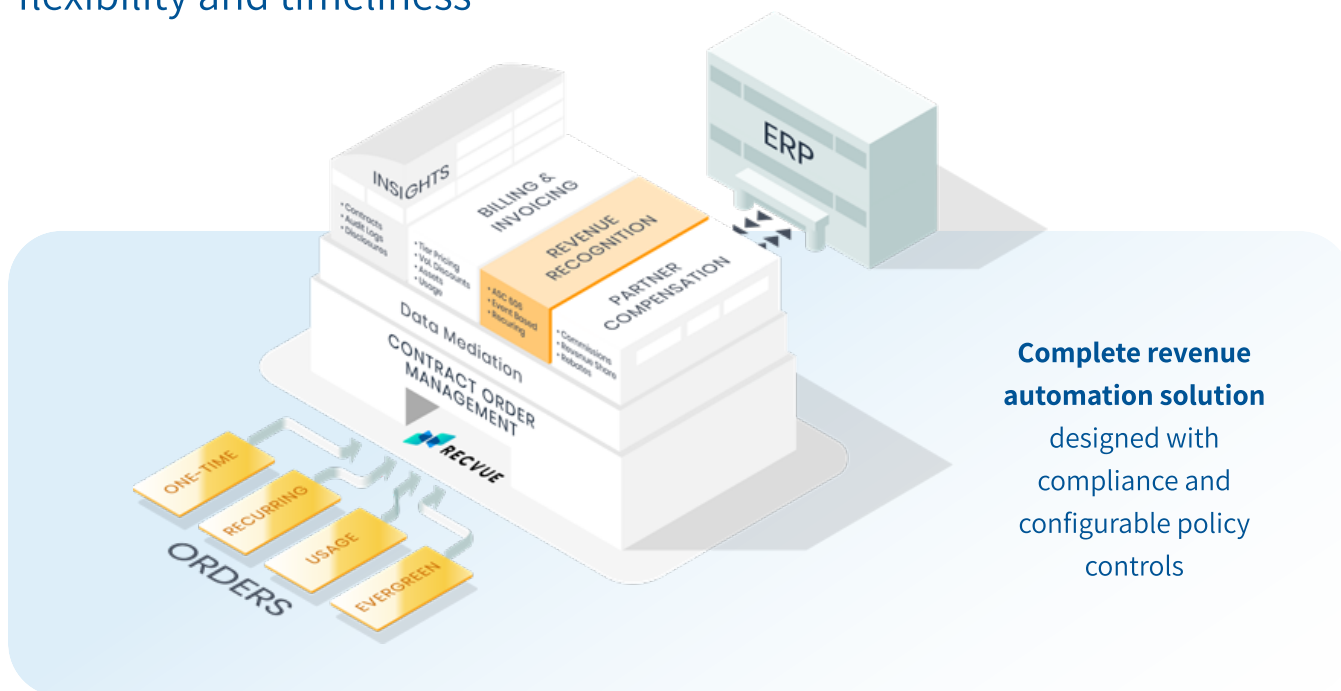
Businesses today recognize the importance of having a sophisticated billing platform capable of adapting on the fly for every revenue model on the market. Your customer isn't going to scale back on expectations any time soon and neither should your billing platform.

Only a top-tier solution such as RecVue's Billing & Invoicing is capable of fulfilling these expectations with adaptability, accuracy and a well-crafted user-friendly, configurable interface.



Revenue Recognition

Solve your revenue recognition challenges with integrity, flexibility and timeliness



Complete revenue automation solution
designed with
compliance and
configurable policy
controls

Trust in your Data

An enterprise-grade cloud solution designed to meet compliance, audit controls and security standards when incorporating data from multiple sources, efficiently able to manage and accurately report revenue.

Big Volumes at Speed and Scale

Agility and flexibility to process high volumes, adapt to current and future product and service offerings, with capabilities to manage revenue recognition policies to optimize growth.



All Billing Needs in a Single System

RecVue's robust billing engine was specifically created to cater to all revenue models central to today's business requirements and flexible enough to address all configurable pricing models.

- ✓ **Ingest data in any form necessary** depending on billing flavor, including asset billing and payments, lease billing, usage billing and hybrid options
- ✓ **Normalize usage data through a built-in data mediation layer** (DML), offering user-friendly import, control and consumption flexibility
- ✓ **Adjust billing corrections** via credit/debit, as needed
- ✓ **Price ramp up/CPI** for recurring billing
- ✓ **Provide tiered support** through multi-dimensional pricing
- ✓ **Capture each step** and data exchange along the audit trail
- ✓ **Set up customer-specific, rule-based pricing** for all complex pricing models
- ✓ **Support for multiple currencies** and transaction-level override
- ✓ **Deliver all essential capabilities** within one unified platform
- ✓ **Out-of-the-box integration to tax engines** and any ERP system

Reporting in Minutes, not Hours

Built with the throughput objectives of performance and scalability in mind and the foresight to directly take on the challenges faced by billing platforms preceding it, RecVue's billing solution takes big data in stride to deliver reporting output in minutes compared to hours for competitors.

Microservices for the Future

RecVue's nimble microservices design significantly levels up the playing field to not only meet the needs of end-users in any industry with all manner of revenue models, but anticipate the challenges those end users did not yet see on the horizon.



Integrity

Put trust in the quality of your data

Designed specifically to automate manual workarounds by integrating with existing systems to aggregate data

Using the power of big data, automates revenue tasks for all complex models, replacing the need to retrofit your ERP or CRM

Configurable interface to GL for accounting entry accuracy

Supports evolving business initiatives at high volume without disruption

SOC 1 & 2 Type II certified



Flexibility

Configurable rules for all revenue models

Purpose-built with flexible rules-based configuration, designed to solve current and future complex revenue recognition challenges

Easily adapts and scales to changing business models to meet corporate objectives in transitioning to the next level of growth and revenue attainment

Out-of-the-box standard operational reports, with user layout capabilities, for revenue accounting and disclosures



Timeliness

Revenue automation for high volume and complex models

Smart automated solutions built to eliminate manual workarounds to manage transactional data processing

One-time set-ups to automate complex revenue policies for usage-based, recurring and non-recurring revenue models

Automated revenue processes deliver consistency, improved accuracy and reduced timeto-close cycles

Revenue reports updated in real-time

Compliance and Control

RecVue enables these automated application controls through key features, purpose-built in alignment with ASC 606 / IFRS 15 regulations.

RecVue Automation Feature

Order/transaction grouping

POB grouping for revenue contract, amendments and contract modifications

SSP calculation and validation

Revenue allocations

Revenue events, schedules and accounting entries

ASC 606 Guidance Step

Identify the contract with a customer

Identify each performance obligation in the contract

Determine the transaction price

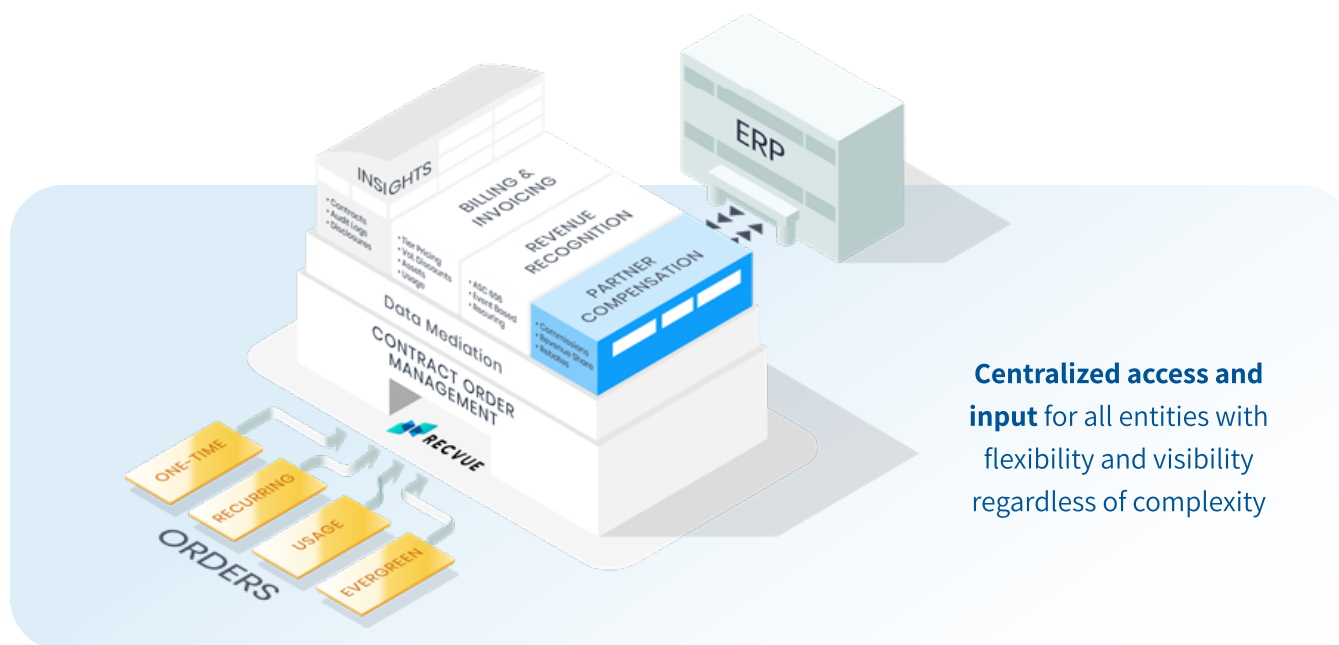
Allocate the transaction price to each performance obligation

Recognize revenue for satisfied performance obligations



Partner Compensation

The most comprehensive solution to manage your multi-party network-based compensation model



Central Hub for Multi-Party Access and Input

B2B and B2C companies today are redirecting focus to a multi-party-based ecosystem featuring everything from supplied goods & services to

R & D and sales network services. All keenly aware of the need to provide flexible options direct to customers via a subscription, consumption-based, elastic, leasing or the more traditional billing and revenue model.

This complex web of inbound and outbound payments, often through disparate systems, has become the norm.

RecVue's solution unwinds these multi-party networks and provides a platform for each entity (vendors, distributors, resellers, etc.) to do business with partners and customers using a single, centralized solution.

The benefits of this approach include:

- ✓ Operational efficiency
- ✓ Rapid information sharing
- ✓ Trusted security
- ✓ Auditability
- ✓ Visibility for earned partner satisfaction



Thus, the platform becomes the central hub for access and input. This allows for consolidating compensation to your partners, identifying costs to attain revenue, billing your customers as well as recognizing revenue within compliance. The ultimate gain is insightful visibility into contractual profitability.

Power & Flexibility to Manage Complex Partner Compensation Programs

The most complex incentive programs meet their match with purpose-built flexibility to manage multi-layered partner models for rapid settlements of trusted revenue share data. Expect partner satisfaction, in turn, to increase and help reduce brand risk while improving sales and revenue.

Automation to Ease Mundane Tasks

With partner satisfaction as the ultimate objective, RecVue provides configurable options to automate tasks such as creating a credit, commission, making payables, or even AR / AP netting, dependent on the partner relationship.



An Integrated System for that Single Source of Truth

Guided by our enterprise-grade billing engine and integrated variable considerations, RecVue delivers full partner compensation capabilities along with billing and revenue management together in the most advanced all-in-one platform on the market.

Operational Efficiency

Unified approach

Unified contract for payables and receivables centralizes the complexity of contract modifications within a single system

Automate pay-side obligations by integrating with payables ledger to record liabilities

Supports multi-tier partner model

Configurable revenue share for royalties, rebates, commissions, incentives, promotions and more

Auditability and Control

Layered calculations

Tiered compensation based on the aggregation of individual transactions and originator agents

Calculate revenue share by defined rules to automatically determine revenue for distributors, resellers and other partners

Double-dipping and overpayment eliminated through configurable event template-triggered data validation and audit

Pre validated pay runs and smart approvals engine support for accruals and claims

Faster settlement for accurate information, with pre-packaged audit reports

Visibility and Analytics

Predictable and valuable insights, with ease

Attribute-based rules to allow for regional site and product variations

Output interface to accounts payable

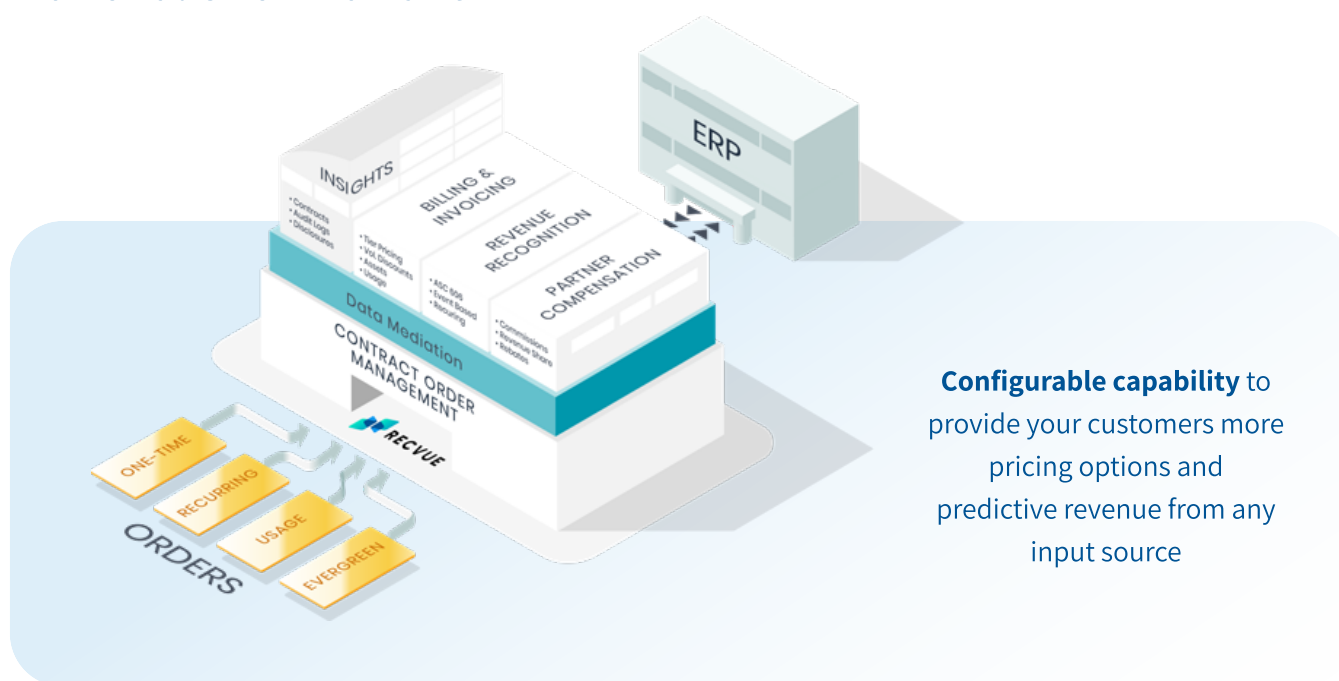
Early visibility and predictability of contra revenue with automated event-driven accruals

Variance analytics to display trended estimated versus actuals



Data Mediation Layer

Better billing through accurate and telltale data
Powerful One-Two Punch



A company able to combine mediation and billing is capable of providing its customers with more pricing and packaging options. Other benefits of built-in mediation capabilities include:

- ✓ Automated collection and conversion of usage data in order to automate the rating and pricing process
- ✓ More easily predictive avenues of revenue generation
- ✓ Equips users with a clear picture to review and validate incoming data
- ✓ A bottom line based on accurate readings of your firm's most essential data set

Increasingly popular usage billing needs have upped the ante for traditional, unequipped CRMs and ERPs to do one of the following:

1. Adapt through customization
2. Seek out separate solutions to handle data mediation



A Layered Platform for Usability and Control

RecVue's built-in Data Mediation Layer (DML) resides on top of our usage platform for user-friendly usage data import and additional control for the user before data goes into the core repository and is consumed by the billing engine.

The true beauty is in our ability to connect to and read data from anything in terms of a source.

Many Steps, a Multitude of Options

Our mediation layer has many steps in its use of measured or usage data, for highly scalable needs and high volume transactions. Typically those steps include collection, normalization, data quality, aggregation, identity, logic and rating.

The functionality was designed with flexibility in mind. Consider the following features:

- ✓ **Data collection from any source** including SQL database, JSON format, CSV file, SFTP location and REST APIs
- ✓ **Complete user control** through configurable business rules
- ✓ **Maximum end-to-end visibility** as data is transformed into the proper format
- ✓ **Rollback:** Ability to undo, correct and re-import usage data into core RecVue tables, when necessary. Only available when the usage batch has yet to be billed
- ✓ **Adjustment:** Ability to credit/debit a difference due to a necessary correction, in instances when usage data has been imported and billed (and, as noted above, the rollback feature is no longer available)
- ✓ **Purge:** Ability to delete data from the DML staging tables. Benefits include the removal of unwanted data from the staging area and control of unwanted record volume
- ✓ **Exception management:** Ability through UI to view any exception, or failed, records from an import. In addition,



It's all about handling big volumes at scale. Given these size considerations, users who choose not to review and validate data within the mediation layer may apply the provided option to run the end-to-end process seamlessly without user intervention. RecVue's DML addresses control through configuration. This capability offers our customers better visibility to import data and exceptions through UIs. Using an intermediate staging process, data mediation is accomplished before RecVue tables are touched.

To learn more about the RecVue Agile Monetization Platform, visit www.recvue.com or call 1-844-984-0300

