

Intelligent Revenue Management

Automated, Accurate, Auditable

BillingPlatform Revenue Recognition



Companies embracing subscription and usage-based billing models have realized the value that recurring revenue brings. From streaming services you watch from your couch to managing access to your business software, subscription-based services are all around us and offer the predictability both businesses and consumers demand.

While a predictable revenue stream offers advantages, the rise in recurring and subscription services has added complexities in managing the quote-to-cash process. Companies moving from simple, one-time sales, serving a small number of customers with straightforward billing models, to handling hundreds or thousands of customers while bundling physical and digital products with services quickly learn revenue can become unmanageable.

Only BillingPlatform Revenue Recognition offers automated, accurate and auditable revenue management



Automated

Move beyond manual processes and automate revenue recognition to handle growth and business model complexity.



Accurate

Monitor, reconcile, allocate and recognize revenue for any pricing model, billing approach or promotional offer.



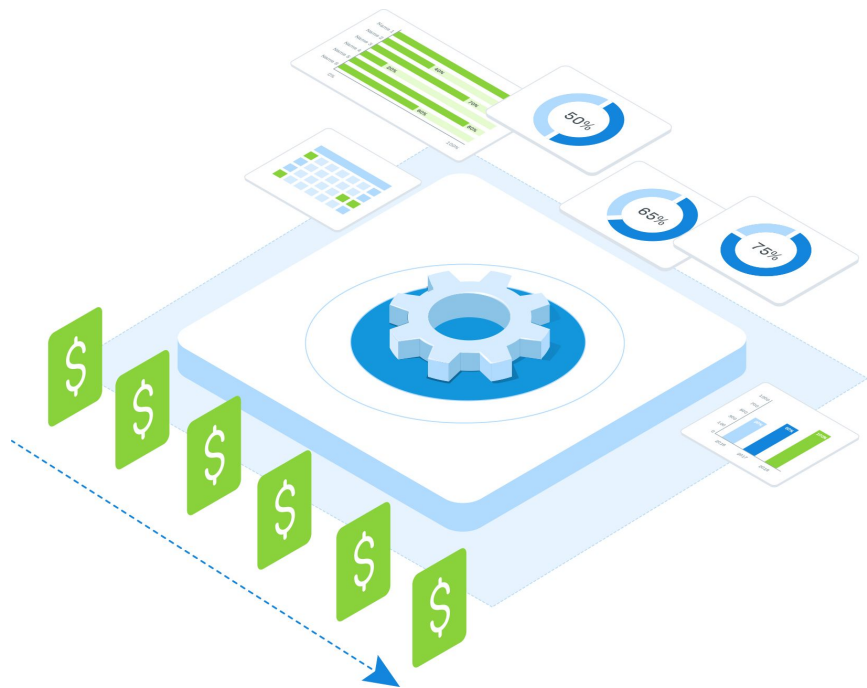
Auditable

Stay on top of evolving standards and industry mandates with revenue recognition built for ASC 606 & IFRS 15 compliance.

Automated

Revenue management can no longer live in spreadsheets

BillingPlatform's Revenue Recognition solution manages subscription and usage transaction complexity with a powerful rule-based engine to automate the revenue scheduling process. From multi-element revenue allocation, standalone selling price (SSP) and complex compliance requirements, you can automatically allocate transactions to specific general ledger (GL) accounts then specify how and when revenue will be recognized.



Automate revenue scheduling for proper recognition:

- Create bundled arrangements
- Determine SSP based on powerful formula-based calculations
- Update changes to a contract's transaction price from the estimation process
- Allocate transaction price to performance obligations
- Configure business logic for booking revenue journal entries to the GL

Automate revenue reporting across all products and services—from subscriptions and usage-based billing models to one-time sales, services, training, promotions and more.



Key Takeaway

Contracts with multiple performance obligations delivered at different points in time require special attention, as revenue recognition depends on how and when each component is delivered. BillingPlatform was built to handle complex contractual relationships. With the ability to design and automate revenue workflows from sales orders to revenue recognition all on a configurable and scalable platform, you can manage revenue accounting with point and click configurability.

Accurate

Expand your business confidently with a complete quote-to-cash solution that simplifies revenue management

With all crucial revenue data stored in BillingPlatform, finance teams have a seamless experience of end-to-end sales and revenue reporting within one platform. Users can drill down to details on orders, invoices, customer accounts, revenue schedules and more in a single solution.



BillingPlatform gives your business the ability to handle any kind of complexity today and future-proof your business for tomorrow's growth to process and compute extreme volumes of data.

BillingPlatform was built with performance in mind

Process up to 750K invoices and book 2.3M GL entries per hour



Key Takeaway

Accurate and timely revenue reporting not only demonstrates the health of your business to financial institutions and investors, it also helps with making strategic decisions for your company.

BillingPlatform Revenue Recognition was built to assign high volume financial transactions and execute revenue recognition in real-time as events happen to help avoid errors and to close the books faster.

Auditable

Expedite the audit process and eliminate errors

Take your finance team out of spreadsheets and empower them with advanced revenue recognition, while meeting strict ASC 606 and IFRS 15 compliance. With the enterprise-grade control environment from BillingPlatform, you can track changes to know who changed what and when.

In addition, BillingPlatform supports the globalization of your business by managing revenue recognition across multiple subsidiaries and geographies with a single comprehensive solution.

The ability to report financial results accurately within revenue recognition mandates based on multiple accounting standards (IFRS vs Local GAAP), allows accounting departments worldwide to leverage the powerful multi-book accounting engine that can record and post revenue-related activity to all books concurrently, eliminating data entry replication and manual intervention.



Key Takeaway

Managing revenue correctly when products and services are delivered over multiple accounting periods can be challenging. Industry standards dictate how transaction prices must be allocated based on what is being delivered when. BillingPlatform's compliance with ASC 606 / IFRS 15 allows you to breeze through next year's audit with advanced revenue recognition, straightforward accounting controls and documented audit trails.

Manage your revenue ecosystem with tools designed to meet **every business requirement.**

BillingPlatform Revenue Recognition offers configurable rule-based revenue scheduling

- Automated revenue allocation calculator
- Dynamic standalone selling price calculator
- Intelligent contract modifications
- Flexible multi-book accounting
- Intercompany accounting
- High volume transaction processing

Key Benefits:

- Eliminate hours spent manually recording revenue and reduce the hours/days to close
- Comply with industry guidance and mandates
- Manage revenue recognition across multiple subsidiaries and geographies
- Analyze real-time revenue impacts that dynamically respond to actual revenue reported to give an updated expected revenue picture for future periods
- Built for scale



BillingPlatform provides full lifecycle support of the monetization process—from product setup, quoting, billing and invoicing, revenue recognition and reporting, through payment and collections—all on a secure, next-generation cloud platform.

Learn more about BillingPlatform: www.billingplatform.com