

DATASHEET

Contract Revenue Management



Tackle Complex Customer Contracts Revenue Accounting

Fast-growing businesses choose Sage Intacct to automate subscription management and complex revenue accounting, while delivering deep insights into financial and operational outcomes. Sage Intacct Contract Revenue Management also provides the first automated solution to the regulatory complexities of subscription, IFRS 15 and compliance.

Key Benefits

Automate Day-to-day Revenue Tasks and Regulatory Compliance

Templates and schedules in Sage Intacct automatically allocate revenue and amortize expenses for you, even as subscriptions and contracts change.

Streamline Your Processes from Orders to Revenue Management

Contract revenue management lets you integrate with Salesforce for a seamless, bi-directional flow of order, customer, and contract data to save time and reduce errors from manual processes. You can streamline subscription and recurring revenue management for real-time updates to accounting and billing for

discounts, usage, renewals, upgrades, cancellations, and other changes.

Deliver Relevant Insights to All Stakeholders

Individually customized dashboards and reports provide your stakeholders deep, actionable views into revenue and profitability by contract, products, divisions, and more. Gain insight into every stage of the contract lifecycle: order, fulfillment of performance obligations, revenue recognition, billing, and collection, to deliver quick answers to customers and managers.

Out-of-the Box Functionality

Enjoy out-of-the-box functionality that reduces your dependence on IT resources. Count on handling revenue management requirements with configuration, not scripting. Structure your workflows to capture and edit contracts natively in Salesforce with no need for integration software.

Key Features

Revenue Management

Automatic revenue reallocation

Add updates to a contract and let the system handle reallocation of revenue automatically—even into closed periods.

Template-based revenue recognition

Set-up straight-line and usage-based revenue recognition schedules, independent of billing.

Usage-based revenue recognition

Recognize revenue according to your customers' usage.

Allocate by new rules

Comply with the latest revenue recognition guidelines to allocate revenue, recognize revenue across multi-element arrangements, and incorporate order changes into a single contract.

Revenue detail access

See revenue details right in the contract, giving you quick access in one location.

Key Features

Expense Management

Expense detail access

See expense amortization at the contract or contract line level, giving you quick access to both recognized and yet-to-be recognized expenses.

Automatic expense amortization

Change contracts confidently, knowing that the system updates expense amortization automatically.

Expense term templates

Create expense amortization templates that are the same as or different from the revenue term.

Key Features

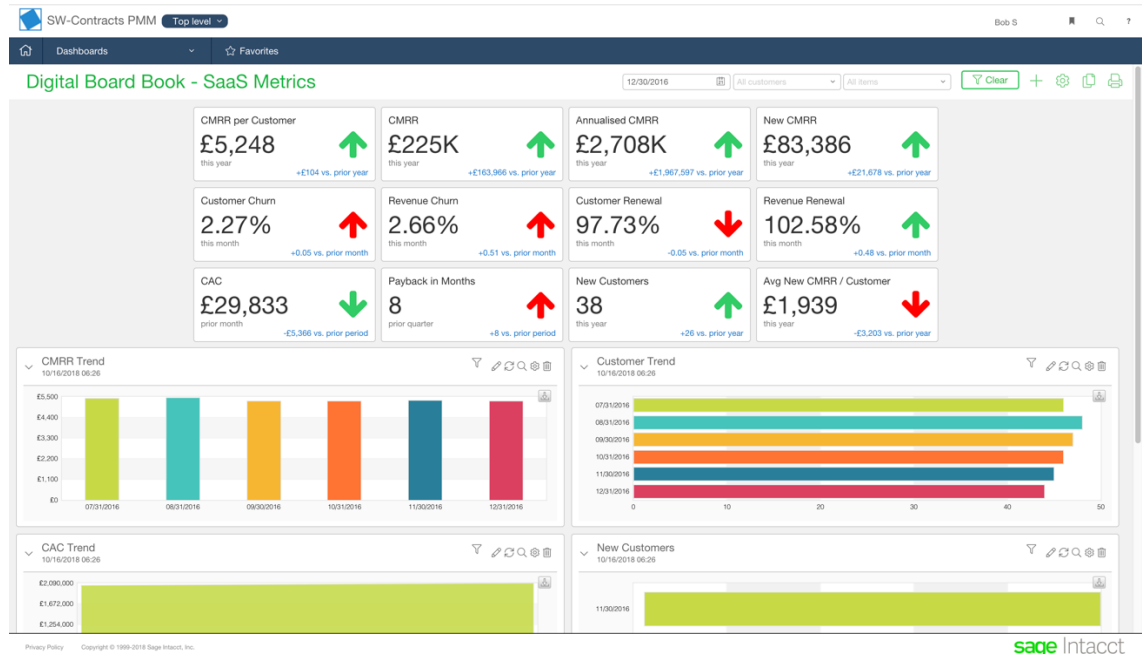
Insight

Board-ready insights

Automatically calculate and view insights into SaaS metrics, including Churn, Customer Lifetime Value, Committed Monthly Recurring Revenue, Cash, and Customer Acquisition Costs with the Sage Intacct Digital Board Book.

Detailed reporting

With contract as a dimension, track revenue with ease by reporting details on unbilled, billed, and paid balances.



Gain visibility by reporting on revenue and expenses by both the old and new rules.

Forecast reporting

Forecast according to current and new guidelines on revenue, expense, billing, and cash receipts while arranging data to suit your needs.

Forecast - Contract		05/15/2016 22:30						
	Contract #	Item	2016-05	2016-06	2016-07	2016-08	2016-09	2016-10
CN-001, Services								
	CN-001	Services	3.07	3.07	3.07	3.07	3.07	3.07
	CN-001	Services	15.41	15.41	15.41	15.41	15.41	15.41
	CN-001	Services	15.41	15.41	15.41	15.41	15.41	15.41
	Sum for CN-001, Services		33.89	33.89	33.89	33.89	33.89	33.89
	Sum for CN-001		33.89	33.89	33.89	33.89	33.89	33.89
CN-002, Downloads								
	CN-002	Downloads	5.55	5.55	5.55	5.55	5.55	5.55
	CN-002	Downloads	5.55	5.55	5.55	5.55	5.55	5.55
	Sum for CN-002, Downloads		11.10	11.10	11.10	11.10	11.10	11.10
CN-002, License								
	CN-002	License	10,416.66	10,416.66	10,416.66	10,416.66	10,416.66	10,416.66
	Sum for CN-002, License		10,416.66	10,416.66	10,416.66	10,416.66	10,416.66	10,416.66
	Sum for CN-002		10,427.76	10,427.76	10,427.76	10,427.76	10,427.76	10,427.76
CN-012, License								
	CN-012	License	1,909.73	1,909.72	1,909.72	1,909.72	1,909.72	1,909.72
	Sum for CN-012, License		1,909.73	1,909.72	1,909.72	1,909.72	1,909.72	1,909.72
CN-012, Services								
	CN-012	Services	168.75	168.75	168.75	168.75	168.75	168.75
	CN-012	Services	168.75	168.75	168.75	168.75	168.75	168.75
	Sum for CN-012, Services		337.50	337.50	337.50	337.50	337.50	337.50
	Sum for CN-012		2,247.23	2,247.22	2,247.22	2,247.22	2,247.22	2,247.22
	Sum Total		12,708.88	12,708.87	12,708.87	12,708.87	12,708.87	12,708.87

Gain a clear picture of your future with forecast reports according to old and new guidelines.

Control

Flexible templates

Fit allocation and amortization to the needs of your business with a wide variety of standard and custom revenue and expense templates.

Automation through configuration

Detailed configuration menus let you setup your contract and revenue policies without scripting so that you aren't dependent on IT resources for setup and changes.

Compliance checklist

You can setup your own work-flow with an audit trail sign-off capability to make sure you maintain compliance throughout your revenue management process.

Multi-element Arrangements (MEA)

Audit trail for MEA executions

See MEA activity through real-time logs.

Separate book processing

Process MEA separately for each set of books.

MEA execution dates

You specify effective dates for MEA execution.

Multiple execution

Execute MEA allocations multiple times.

Take the Next Step

Find out how the Sage Intacct cloud financial management solution streamlines operations and provides real-time insights, boosting productivity and growth.

To learn more about how Sage Intacct can help you, visit: <https://www.sage.com/uk/intacct> or contact us at 0800-923-0340.

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