

REVENUE MANAGER

INTELLIGENT REVENUE RECOGNITION



AUTOMATE | COMPLY | SIMPLIFY

SOFTRAX

The #1 revenue recognition software

ASC 606

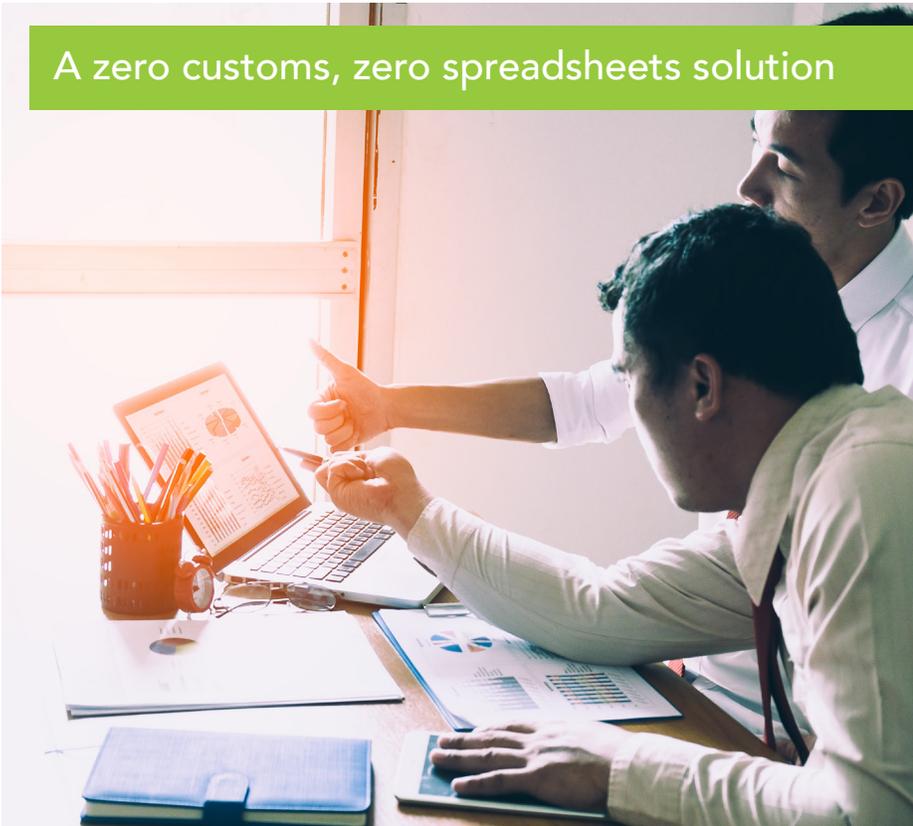
Automate, comply, & simplify 606 with SOFTRAX Revenue Manager



For years, ERP and other financial systems have existed as a one-size-fits-all solution to back office finance. This has led to extensive customizations and use of spreadsheets to fill multiple gaps. The result has been vendor and version lock-in, a lack of transparency and audibility, and significantly increased risk of error or non-compliance.

New regulations (ASC606/IFRS15), the Subscription Economy, the Internet of Things and other factors have introduced substantial additional complexities nullifying the option of using the old standard. While there are those that argue that new times call for a new platform, they are generally destined to repeat the mistakes of the past. No single platform vendor has been, or will be, able to keep up with the pace of change in the modern era. Businesses seek further automation, less customizations, less spreadsheets, and comfort that they can retain business agility without being slowed by back-office operations.

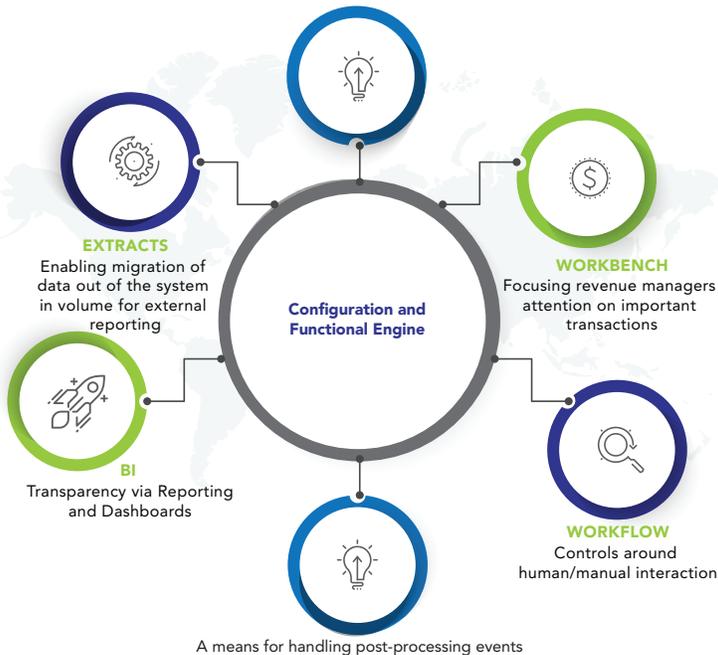
Revenue Manager is a purpose-built solution representing a new era in revenue recognition. The solution provides a true path to automation of even the most complex revenue treatments. The solution is designed to take in data related to revenue recognition from any number of upstream systems. This includes order, fulfillment, billing and post-processing or change event data. The policy based concept behind Revenue Manager is designed to eliminate customizations and manual touches in the order to revenue recognition process. At its core, the environment includes the worlds most comprehensive configuration and functional engine. This engine sits atop an advanced revenue sub-ledger. It is surrounded by the components necessary to ensure fast and accurate processing of your revenue data. The downstream result is summary journal entries that pass directly to your General Ledger.



A zero customs, zero spreadsheets solution

INTEGRATION WORKFLOW

Optimal means to migrate data into the system.



A MULTI-BOOK ENVIRONMENT ENABLING FINANCE 2.0

SOLUTIONS FOR A NEW ECONOMY

SOFTRAX Revenue Manager is fully integrated with a powerful reporting and analytics tool that provides both analytical dashboards and customer-centric drill-down reports for revenue managers and senior executives alike. SOFTRAX Analytics allows users to customize, manage, and share out of the box reports at the summary and detailed account level via simple drag and drop controls.

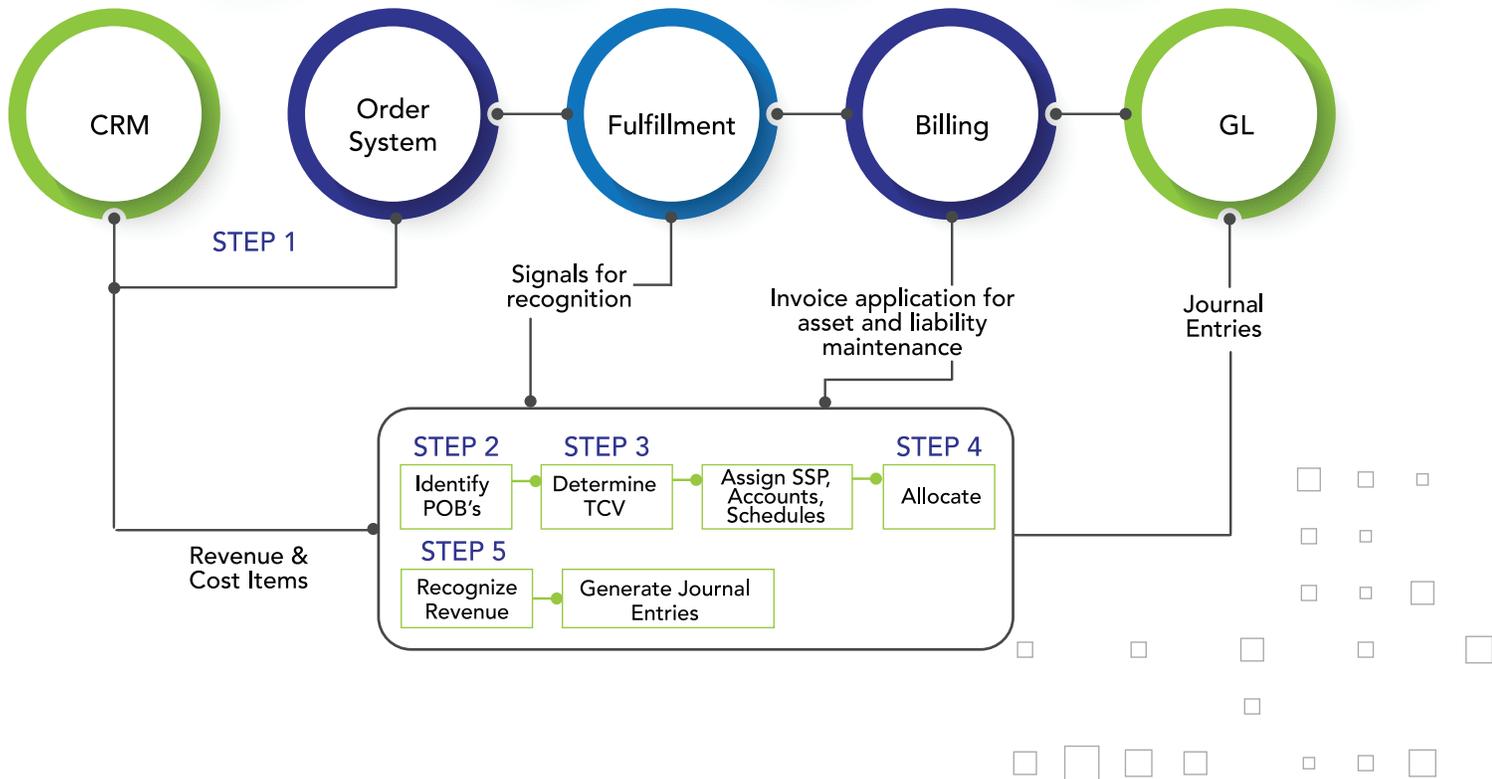
An advanced Workbench keeps revenue accountants focused on the high-priority and high-complexity transactions to ensure policies are correctly applied. "The SOFTRAX Integration Workflow engine simplifies integration with upstream systems, taking on the burden of retries and error-logging. The Softrax Approval Workflow ensures exception processing and other manual touches are appropriately vetted before or after application.

SOFTRAX manager has withstood the test of a changing regulatory environment with its enduring architecture. The point and click configuration, integrated work flow engine, and powerful analytics provide the end user with a solution that takes the arduous work out of revenue recognition and closing the books. Complexities range from company to company, but revenue software must be able to handle:

- Deferred revenue management
- Allocation against SSP or Fair Value
- Contract Asset & Liability accounts
- Automated calculation of Stand Alone Selling Price
- Auto Contract Modification & Combination
- Robust Audit Support
- Foreign Currency Translation
- Significant Financing Component
- Dual or Multi Reporting (Account Books)
- Cost Capitalization
- Support for managing Contract Assets and Liabilities
- Dynamic Unbundling, The ability to support FP&A activities around projected revenue and Scheduling

With the advanced functionality to support growing and evolving businesses, Revenue Manager has you covered.

REVENUE SOLUTIONS FOR EVERYONE



ASC 606

Automate, comply, & simplify 606 with SOFTRAX Revenue Manager



INTEGRATION

General Architecture Overview

The visual on the previous page, is a depiction of Revenue Manager as a revenue sub ledger. Designed to separate the order to cash and order to revenue process, and constructed for compliance with current and future revenue guidance, Revenue Manager is ERP agnostic. It optionally receives order, invoice and fulfillment data to fully automate your revenue recognition policy.

As noted by the 5 steps of ASC 606, transactional revenue and contract data is brought in from an upstream sales

order or ERP system, then examined to create the necessary performance obligations to begin the recognition process, per your stated policies.

Fulfillment and billing systems send data to the sub-ledger in order to automate the application of this data against the revenue. Summary journal entries are automatically constructed at period close or in the period to capture the impact of all of these events on the accounts in the subledger. These Journal Entries are then passed to the General Ledger.

NEED HELP ADOPTING THE NEW REVENUE RECOGNITION STANDARD?

Let the experts at Softrax help your company overcome the challenges of ASC 606 and IFRS 15.

Contact our sales department today!

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