

## Intacct Revenue Management

Intacct Revenue Management helps organizations of all sizes adapt and comply with evolving revenue recognition guidelines, increase productivity by automating the revenue recognition, billing and renewal processes, gain real-time visibility into future, deferred and renewal revenue streams and improve customer relationships — all while reducing Days Sales Outstanding (DSO).

Organizations today need to follow increasingly complex revenue recognition guidelines including SOP 97-2, 98-9, 81-1, EITF 00-21, 08-01 and 09-03, to name a few. Unfortunately, traditional accounting systems were not designed to handle this increased complexity. As a result, most organizations today are forced to use manually intensive, error prone spreadsheets to manage their revenue recognition processes, resulting in lower finance productivity, lengthier close processes, poor audit

trails and a higher cost of compliance. Let Intacct help. Intacct can relieve your revenue management headaches, allowing you to focus on your business.

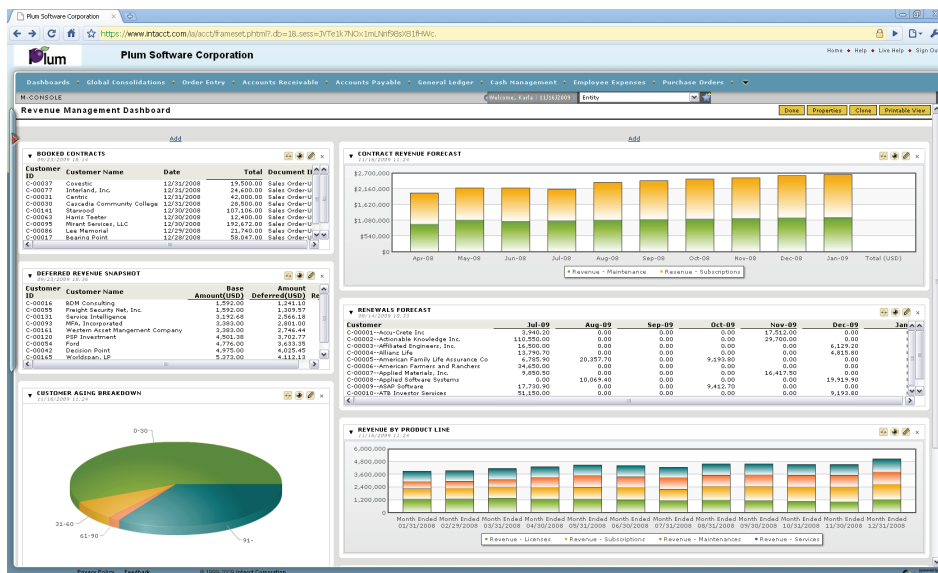
Intacct Revenue Management is a comprehensive solution that automates your revenue recognition, billing and renewal processes end to end, regardless of the complexity of your revenue model. Our Software as a Service (SaaS) / Cloud delivery model provides you with anytime, anywhere

access to all your financials including deferred revenue, renewal revenue and revenue recognition reports and graphs.

### Automated Revenue Recognition

Intacct Revenue Management helps your finance organization increase productivity and reduce errors by automating critical revenue recognition processes. Whether you sell physical products, perpetual software licenses, subscriptions or other types of services, Intacct allows you to flexibly define specific revenue recognition templates and rules for each. Based on these rules, Intacct automatically generates amortization schedules and applies them across individual contract or order line items.

If you need to adjust a revenue recognition schedule, Intacct Revenue Management provides an easy way to respond to subsequent modifications, saving your finance team time and eliminating tedious and error-prone manual adjustments. Pause, resume, modify or cancel revenue recognition schedules already in progress — Intacct automatically recalculates deferred and recognized revenue without requiring manual workarounds. This makes it easy to deal with real world events, such as clients going out of business, milestones slipping from one period to the next, de-bookings due to non payment and breaches of contract. If your company



Intacct Revenue Management lets you easily see revenue details all in one place.

has multiple business entities working with multiple currencies, Intacct Revenue Management easily manages the complex interactions between these entities with full FAS 52 support and automatic posting of foreign currency gains and losses on deferred revenue.

### Comprehensive Support for Complex Revenue Arrangements with Multiple Deliverables

If your company has complex contracts and sells multiple elements bundled together with varying delivery schedules, revenue recognition gets even more complex. If you can't separate items within a bundle and assign a fair value for each, you may be forced to defer a larger portion of revenue than you would like.

Intacct Revenue Management provides robust support for multi-element arrangements and supports Vendor Specific Objective Evidence (VSOE), Third Party Evidence (TPE) and

Estimated Selling Price (ESP). Real-time insight and reporting helps you establish evidence of fair value and supports your overall VSOE pricing strategy. Multiple price lists with appropriate pricing ratios help support tracking, reporting and auditing across product lines, channels, geographies and time spans. Flexible revenue recognition templates automate the allocation of revenue across each individual item within an arrangement and easily defer timing of recognition based on fulfillment status.

### Powerful Revenue Reporting and Forecasting

Intacct Revenue Management allows you to quickly access reliable, accurate and real-time reports and dashboards that help you drive informed decision making. Intacct provides comprehensive recognized and deferred revenue dashboards, reports and graphs to help you understand your revenue picture at any point in time, now or in the future. View current and forecasted revenue

graphically, with the ability to drill down from summary and trend reports to transaction details. This provides you with a better understanding of how decisions you make today will impact your business in the future.

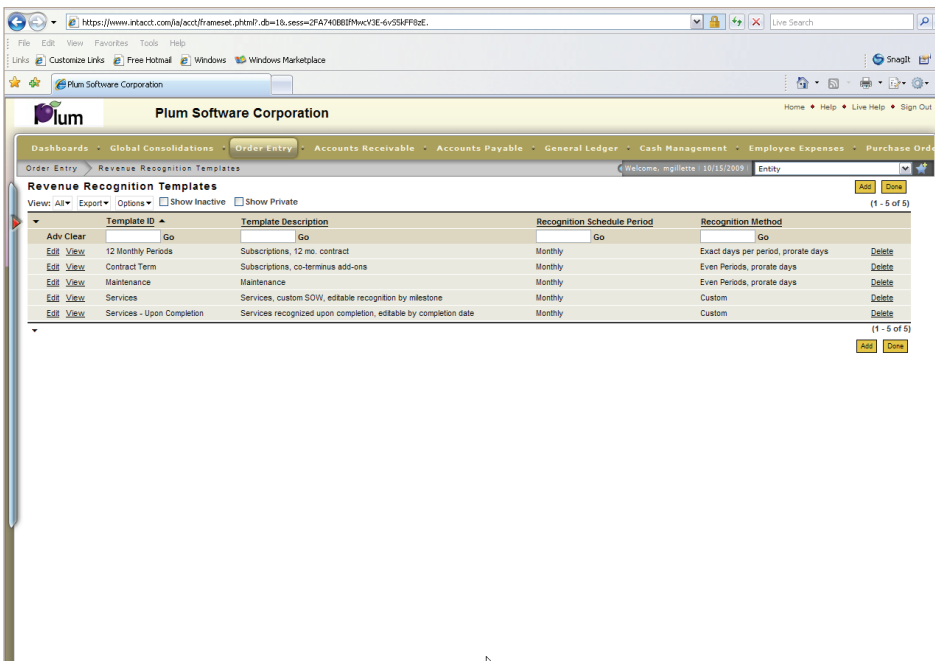
### Automate Complex Billing

Complex contracts can create daunting billing challenges for organizations that require metered, periodic, percentage, time-based, triggered, lump-sum or many other billing options. Without the right infrastructure, it's very easy to bill inaccurately, miss billings altogether or confuse clients by issuing multiple overlapping bills.

Intacct Revenue Management helps you optimize the billing process, improve customer satisfaction, avoid revenue leakage and reduce DSO through automation. Intacct Revenue Management separates revenue recognition and deferral from billing rules allowing you to invoice according to specific customer and product requirements. Intacct Revenue Management then automatically generates billing schedules that lead to accurate, timely and justifiable bills. Consolidate multiple charges into a single bill and present bills in multiple formats.

### Maximize Renewal Revenue

Renewal revenue is an important source of revenue for most businesses and the lifeblood for subscription based companies that are often valued on Monthly Recurring Revenue (MRR). Intacct Revenue Management helps you proactively and automatically manage and schedule renewals—maximizing



Intacct Revenue Management supports complex revenue recognition schedules.

renewal revenue. Define preset renewal rules that automatically create opportunities, quotes and orders and get greater visibility into renewal activities through reports and dashboards.

If you use Salesforce CRM, Intacct's tight integration through Intacct MAX for Salesforce CRM can trigger the automatic creation of a renewal opportunity. This allows your sales team to use their standard processes, methodology and tools for tracking and completing the renewal order, up-selling and cross-selling.

### Comply with Standards and Regulations

Calculations for accurate revenue recognition are complicated, and supporting revenue recognition decisions for reviewers or auditors can be difficult if the original and detailed calculations and justifications are not stored at the line item level when they are made.

Intacct Revenue Management reduces audit costs by helping you comply with evolving standards and regulations like SEC, FASB and Sarbanes-Oxley accounting guidelines for revenue recognition. A comprehensive audit trail creates a foundation for robust internal controls over revenue processes.

Intacct Revenue Management also aids compliance with AICPA's Statements of Position (SOP) 81-1, 97-2, and 98-9, SEC Staff Accounting Bulletins (SAB) 101 and 104 and EITF 00-21, 08-01 and 09-03.

Line No.	Kit ID	Item ID	No. of Unit	VSOE Unit Price	VSOE Ext. Price**	VSOE %	Invoice Price	VSOE TRK. Allocation	VSOE Allocation	Delivery Status
1	VSOE - BND01	VSOE - LIC01-12 - License 12 month contract	1.00	20,000.00	20,000.00	41.67	48,000.00	22,200.00	22,200.00	Delivered
2	VSOE - BND01	VSOE - PRNG1-12 - Maintenance 12 month contract	1.00	200.00	4,000.00	8.33	6,000.00	6,200.00	6,200.00	Undelivered
3	VSOE - BND01	VSOE - SVCE1-01 - Implementation Services	80.00	235.00	18,800.00	37.30	3,000.00	20,200.00	20,200.00	Undelivered
4	VSOE - BND01	VSOE - TRNG1-01 - Training Services	28.00	230.00	6,440.00	13.30	3,000.00	8,750.00	8,750.00	Undelivered
5		Bundle Discount					(5,000.00)			
					<b>Total</b>	<b>48,000.00</b>	<b>100.00</b>	<b>54,000.00</b>	<b>54,000.00</b>	

Intacct Revenue Management has the ability to automatically allocate revenue across each individual item within an arrangement.

### Key Features

- Automate revenue recognition in compliance with AICPA's Statements of Position (SOP) 81-1, 97-2, and 98-9, SEC Staff Accounting Bulletins (SAB) 101 and 104, and EITF 00-21, 08-01 and 09-03
- Establish evidence of fair value with real-time insight and reporting to support your VSOE pricing strategy
- Flexibly define revenue recognition templates and rules for different products and services
- Easily respond to subsequent modifications
- Automatically handle revenue recognition, pricing, billing and renewals for co-terminus contracts
- Decouple billing rules from revenue recognition rules allowing your company to bill according to specific customer and product requirements
- Track deferred and renewal revenue through comprehensive reports and dashboards that show revenue now and forecast future revenue

- Manage renewals with automatic price markups, discounts and email alerts
- Automatically create opportunities in Salesforce CRM for managing renewal sales

### Intacct. A Better Way to Run Your Business.

Superior financial applications. Real-time business visibility. An open, on-demand platform. Easy administration and configuration without programming. You can have all these things and the highest rate of customer success and satisfaction and the lowest total cost of ownership. Contact us to learn how Intacct can help you run your business in the Cloud.

