

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 ASC 606 and IFRS 15.

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. Dual treatment of contracts according to both ASC 605 and ASC 606 provides you with immediate visibility into how the upcoming guideline changes affect your financials.

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.

Both old and new methods

Dual treatment: Get instant views of changes between the two recognition methods—ASC 605 and 606—at the time of transactions with dual book entry.

Contract				
General Renewals Journal balances Transaction history				
▼ Journal 1				
	UNBILLED	BILLED	PAID	TOTAL
Deferred Revenue	175,000.00	368,255.58	0.00	543,255.58
Sales Revenue	0.00	31,944.42	0.00	31,944.42
Total	175,000.00	400,200.00	0.00	575,200.00
	UNBILLED	BILLED	PAID	
Receivables	175,000.00	400,200.00	0.00	
	DEFERRED	RECOGNIZED	TOTAL	
Expense	0.00	0.00	0.00	
▼ Journal 2				
	UNBILLED	BILLED	PAID	TOTAL
Deferred Revenue	375,000.00	121,033.32	0.00	496,033.32
Sales Revenue	0.00	79,166.68	0.00	79,166.68
Total	375,000.00	200,200.00	0.00	575,200.00
	UNBILLED	BILLED	PAID	
Receivables	375,000.00	200,200.00	0.00	
	DEFERRED	RECOGNIZED	TOTAL	
Expense	0.00	0.00	0.00	

See dual treatment of transactions by old and new rules.

Key features

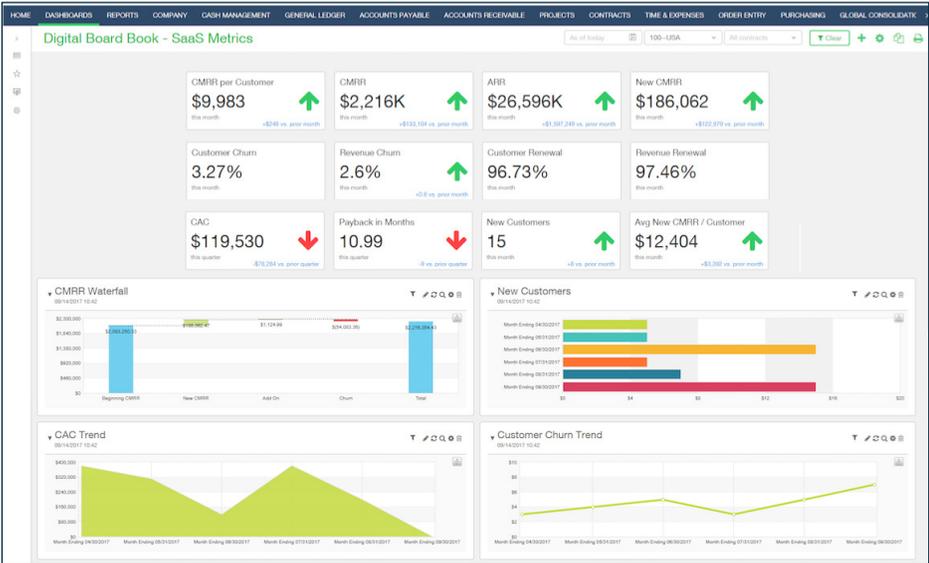
Dual reporting: See revenue and expenses reported according to both ASC 605 and ASC 606.

Contract Info		
▼ Gross Margin - Summary		
	Month Ending 12/31/2015	ASC 606
	Legacy	
Gross Profit		
Revenue		
Setup	1,436.04	1,877.92
License	3,446.49	4,507.01
Service	2,033.43	2,659.13
Downloads	4,880.24	6,381.91
Total Revenue	11,796.20	15,425.97
COGS		
Commissions	761.78	227.06
Royalties	554.86	404.88
Total COGS	1,316.64	631.94
Total Gross Profit	10,479.56	14,794.03

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

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.



Key metrics automatically show up in your dashboard.

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

Key features

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		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
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, 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
		CN-012	License	1,905.73	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.

Independent schedule control: Place a hold on a billing schedule, a revenue recognition schedule, or both.

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 best-in-class cloud ERP solution streamlines operations and provides real-time insights, boosting productivity and growth.



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