



### Revenue Recognition Management

SOLUTIONS FOR STREAMLINED REVENUE RECOGNITION

### Recognize Your Various Revenue Processes

Many companies have different regulatory statutes and accounting standards to comply with. There are also challenges in scheduling, forecasting, calculating, and accurately presenting revenue on your financial statements.

BENEFITS

**Streamline Revenue Deferral Processes**  
Automate the sales transaction flow to your deferred revenue sub-ledger, with all of the required rules and allocations.

**Increase Revenue Velocity**  
Eliminate unneeded holds and oversight with a structured and controlled process to format deferred revenue agreements.

**Automate Revenue Recognition Processes**  
Your new revenue recognition process can be as easy as "Compute, Post, Report."

**Improve Revenue Visibility**  
Revenue forecasting, revenue analytics, and revenue deferral analysis based on easily available system information.

**Simplify Revenue Compliance**  
Leverage our optional revenue compliance model to store your independent fair values, and to reallocate revenue as required by GAAP and IFRS requirements.

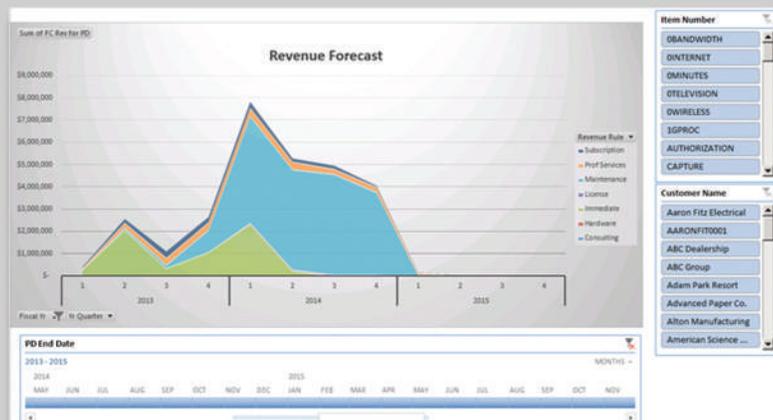
**Boost Organization Scalability**  
Build your revenue policy and processes into the system, so you scale transaction volume without excessive headcount.

**Systemize Audit Support**  
Approval controls, drilldowns into source transactions and compliance allocations, complete history of revenue and revenue agreement changes, and access to structured data across all revenue transactions make audits a snap.

**Eliminate Manual Spreadsheets**  
Stop spending all of your time moving data in and out of huge spreadsheets, with no time to fully analyze and utilize the information.

Item Number	Item Description	Quantity	Revenue Value	Cost Value	Effective Date	Revenue Start Date
S-HARD1-A-B	Hardware	2	8,621.54	0.00	07/24/2014	07/24/2014
S-MAINT-A-B	Hardware	1	6,576.49	0.00	07/24/2014	07/24/2014
S-SOFT1-A-B	Hardware	5,000	36,092.48	0.00	07/24/2014	07/24/2014
S-SOFT2-A-B	Software	5,000	28,863.20	0.00	07/24/2014	07/24/2014
S-SOFT3-A-B	Hardware	5,000	809.25	0.00	07/24/2014	07/24/2014

Actively manage your deferred revenue through the Revenue Agreement



Analyze your revenue forecast by multiple user defined dimensions

Item	Item Nature	Quantity	Price Level	Document Price	List Price	Fair Value Low	Fair Value High	Document Value	Fair Value	Value Method	Percent	Allocated
S-SOFT1-A-B	Delivered	5,000.00	PL3	7.00	999.00	6.69	7.70	35,000.00	33,450.00	VSOE	44.00	36,092.48
S-SOFT2-A-B	Delivered	5,000.00	PL1	6.00	0.00	5.35	6.50	30,000.00	26,750.00	ESP	35.00	28,863.20
S-SOFT3-A-B	Delivered	5,000.00	PL4	0.20	9,999.00	0.15	0.25	1,000.00	750.00	VSOE	3.00	809.25
S-HARD1-A-B	Delivered	2.00	PL5	4,000.00	99,999.00	3,995.16	4,150.00	8,000.00	7,990.32	VSOE	3.00	8,621.54
S-MAINT-A-B	Undelivered	1.00	PL2	7,000.00	99.00	6,995.00	7,270.00	7,000.00	6,095.00	VSOE	4.00	6,576.49
S-LIC1-A-B	Undelivered	1.00	PL6	600.00	999,999.00	590.40	600.40	600.00	590.40	VSOE	0.00	0.00
<b>Total</b>								<b>81,400.00</b>	<b>75,625.72</b>			

Demonstrate your revenue compliance through detailed to summary reporting on fair value revenue allocation

AVAILABLE WITH:

- ✓ MICROSOFT DYNAMICS
- ✓ OTHER MAJOR ERP SOLUTIONS

**FEATURES OVERVIEW**

*Streamlined Revenue Recognition Management*

Flexible Capture Methods for Sales Transactions

Capture sales transactions - sales orders, contracts, invoices, returns, and other user defined transaction sources - in the most efficient and effective manner, based on how you sell.

Intelligent Business Rule Application Enforcement

The Tensoft RRM onboarding process consistently applies business rules to sales transactions, to automate the creation of your revenue sub-ledger

Complete, Automated Revenue Sub-ledger

Everything you need to compute, post, and report on revenue is in your revenue sub-ledger, enabling you to truly streamline your revenue recognition process.

Unlimited Revenue Rule Defaults for SKU or SKU Classes

Tensoft RRM supports multiple SKU or class based revenue rules. Automate your carve-outs and other financial revenue segmentation.

GAAP and IFRS Compliance

Automate your fair value application to incoming sales transactions, if you have multi-element arrangements, or contract sales. Support a test step when required. Report against complete audit detail.

Large Transaction Volume Capabilities

Optimized for high volume consumer revenue data collection and management, Tensoft RRM's model for large data volumes streamline both your revenue data collection and your revenue close processes.

Complex Sales Transaction Consolidation

Merge multiple sales transactions together into the final revenue document, pulling together multiple pieces of information to get the fair value SKU model, massage and interpret data such as the fair value quantity from the sales quantity, pulling in data from multiple systems to get the right transaction in place, as needed.

Audit Change Tracking for Revenue and Revenue Agreements

Changes to the revenue document - along with the source document to revenue agreement data trail - are all tracked to support detailed audit and control processes when required.

Sophisticated Deferred Revenue Balance and Analysis

Our data analytics models and standard reports - along with the ability to play with your data in Excel - support detailed and deep insights into your current and future/forecasted revenue.

Revenue Accuracy Assurance

Our systematic and structured approach to revenue recognition let you count on the process to provide quality results. Our end to end approach to capture, format, and manage deferred revenue moves you away from unstructured manual processes.

ERP and Business System Integration

Tensoft RRM's sales transaction onboarding integrates with ERP, CRM, Tensoft Contract Billing Management (CBM), eCommerce, and other internal execution management systems to support automated revenue agreement creation, as well as updates.