

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 amortise 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.
- 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

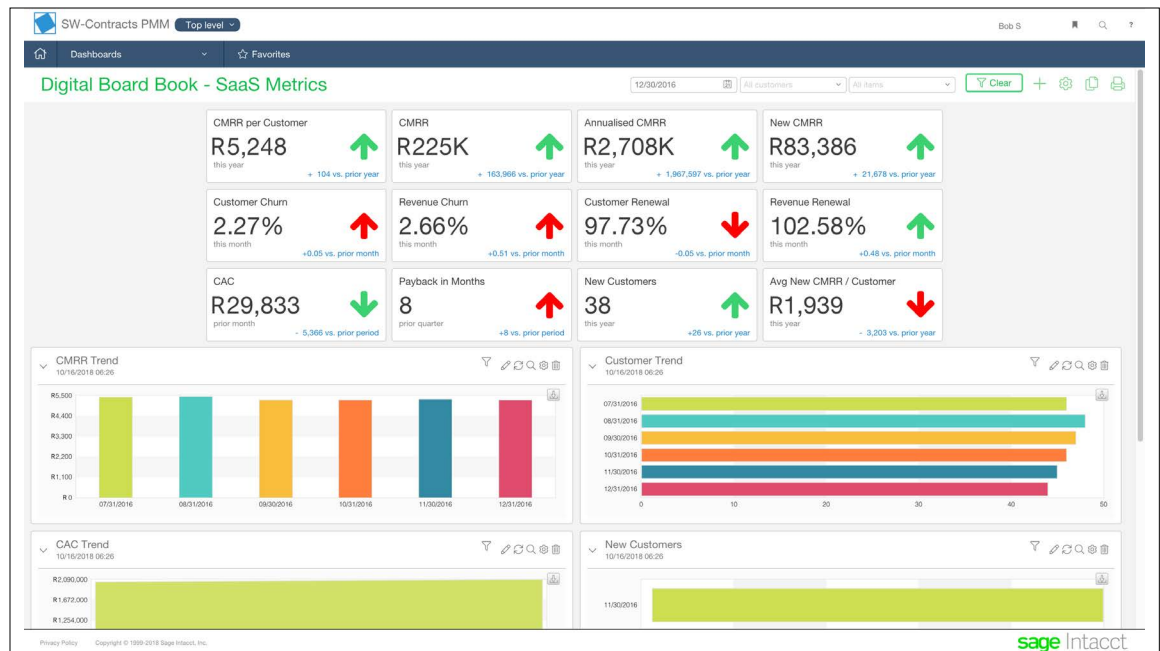
- **Automatic revenue reallocation**  
Add updates to a contract and let the system handle reallocation of revenue automatically – even into closed periods.
- **Template-based revenue recognition**  
Set up straight-line and usage-based revenue recognition schedules, independent of billing.
- **Usage-based revenue recognition**  
Recognise revenue according to your customers' usage.
- **Allocate by new rules**  
Comply with the latest revenue recognition guidelines to allocate revenue, recognise 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.

### Expense Management

- **Expense detail access**  
See expense amortisation at the contract or contract line level, giving you quick access to both recognised and yet-to-be recognised expenses.
- **Automatic expense amortisation**  
Change contracts confidently, knowing that the system updates expense amortisation automatically.
- **Expense term templates**  
Create expense amortisation templates that are the same as or different from the revenue term.

### 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
<b>CN-001, Services</b>								
	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
	<b>Sum for CN-001, Services</b>		<b>33.89</b>	<b>33.89</b>	<b>33.89</b>	<b>33.89</b>	<b>33.89</b>	<b>33.89</b>
	<b>Sum for CN-001</b>		<b>33.89</b>	<b>33.89</b>	<b>33.89</b>	<b>33.89</b>	<b>33.89</b>	<b>33.89</b>
<b>CN-002, Downloads</b>								
	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
	<b>Sum for CN-002, Downloads</b>		<b>11.10</b>	<b>11.10</b>	<b>11.10</b>	<b>11.10</b>	<b>11.10</b>	<b>11.10</b>
<b>CN-002, License</b>								
	CN-002	License	10,416.66	10,416.66	10,416.66	10,416.66	10,416.66	10,416.66
	<b>Sum for CN-002, License</b>		<b>10,416.66</b>	<b>10,416.66</b>	<b>10,416.66</b>	<b>10,416.66</b>	<b>10,416.66</b>	<b>10,416.66</b>
	<b>Sum for CN-002</b>		<b>10,427.76</b>	<b>10,427.76</b>	<b>10,427.76</b>	<b>10,427.76</b>	<b>10,427.76</b>	<b>10,427.76</b>
<b>CN-012, License</b>								
	CN-012	License	1,909.73	1,909.72	1,909.72	1,909.72	1,909.72	1,909.72
	<b>Sum for CN-012, License</b>		<b>1,909.73</b>	<b>1,909.72</b>	<b>1,909.72</b>	<b>1,909.72</b>	<b>1,909.72</b>	<b>1,909.72</b>
<b>CN-012, Services</b>								
	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
	<b>Sum for CN-012, Services</b>		<b>337.50</b>	<b>337.50</b>	<b>337.50</b>	<b>337.50</b>	<b>337.50</b>	<b>337.50</b>
	<b>Sum for CN-012</b>		<b>2,247.23</b>	<b>2,247.22</b>	<b>2,247.22</b>	<b>2,247.22</b>	<b>2,247.22</b>	<b>2,247.22</b>
	<b>Sum Total</b>		<b>12,708.88</b>	<b>12,708.87</b>	<b>12,708.87</b>	<b>12,708.87</b>	<b>12,708.87</b>	<b>12,708.87</b>

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

## Control

- **Flexible templates**  
Fit allocation and amortisation 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 set up your contract and revenue policies without scripting so that you aren't dependent on IT resources for setup and changes.
- **Compliance checklist**  
You can set up 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/za/intacct> or contact us at **0861 237 243**.

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