

# SOFTRAX® REVENUE MANAGER

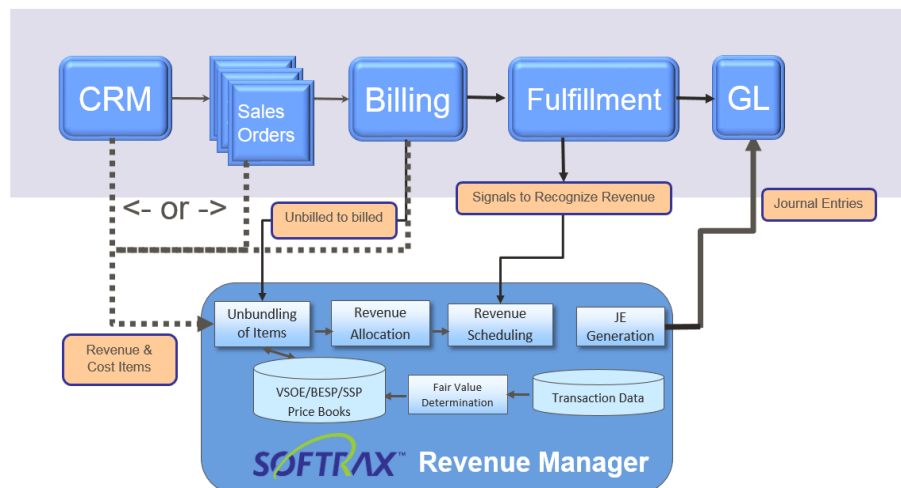
The new accounting standards ASC606 and IFRS 15 have created an increase in the complexity of revenue recognition in a number of verticals for companies around the globe. For those already dealing with complex revenue recognition requirements the need to adopt these standards represents a tremendous compelling event to evaluate existing systems and infrastructure. New business paradigms, such as the advent and complexity of recurring revenue models, put additional strain on back-office processes and infrastructure.

No single ERP vendor has been able to keep pace, and a significant percentage of companies have migrated work to spreadsheets or custom code to process revenue with the following, serious drawbacks:

- Reduced transparency and auditability of revenue
- Limited automation and efficiency
- Increased risk of error
- Vendor and version lock-in
- High maintenance cost

There is hope. SOFTRAX Revenue Manager is the culmination of two decades of experience in managing complex revenue recognition. It represents a self-contained module that seamlessly integrates with existing systems to act as your revenue subledger.

\* Revenue Manager is available as both an on-premise and cloud offering.



The solution provides:

- Full support for ASC-606/IFRS 15
- Support for multiple revenue policies (“Books”)
- Deep functionality via “Point and Click” configurations
- Robust audit support (both revenue policy and transaction processing)
- Revenue Transparency via a state of the art Business Intelligence engine
- Security and access controls
- Strong support to handle post-processing changes and adjustments
- Plug and play integration with over 200 ERP systems

## Supports ASC 606 / IFRS 15

Companies will have to adopt the new revenue recognition guidance established by the FASB and IASB boards by Q1 of 2018 (public companies) and Q1 of 2019 (private companies) and report on how this guidance impacts stated earnings. SOFTRAX's ASC606/IFRS15 compliant solution includes support for the following:

- Disclosure mapping
- Separation of performance obligations
- Processing for variable consideration
- Determination of Stand Alone Selling Price and allocation to performance obligations
- Scheduling recognition of revenue for each performance obligation

## Supports Multiple Revenue Policies

In adopting the new standard companies will have to report against two or more revenue policies simultaneously. SOFTRAX's 'n-books' functionality supports this requirement in the following ways:

- Users define any number of accounting "books" within the system
- Books can include ASC-605, IAS-08, ASC-606/IFRS 15, non-GAAP, and "what-if" books all automatically enforced in parallel
- Incoming transactions are replicated for each book and processed according to that book's policy

## Deep functionality via point and click configuration

Revenue Manager was architected from the ground up as a 'point and click' environment. There is no requirement for code or a complicated rule engine to configure the system to process your revenue. As a result, not only is the system easy to learn, but the configurations are fully auditable, something that is just not possible with a rules engine or other code based configuration environments.

- Point and click eases setup and maintenance
- Supports automated mapping to performance obligations, allocation, scheduling, JE generation.
- Carve templates enable automatic unbundling of revenue
- Allocation includes relative, residual, multi-step, stand-alone selling price
- Scheduling includes In-total, ratable, POC, Milestone, usage & many others
- Strong support for managing multiple hold conditions
- Strong support for billed and unbilled revenue, contingent revenue
- Robust ability to establish a chart of accounts and automatically map revenue to correct accounts

“By deploying SOFTRAX, we simultaneously increase not only security and controls, but also our efficiency and scalability as an organization.”

JILLIAN SHEEHAN  
CFO, Textura

## Robust support for changes & adjustments

When considering revenue recognition solutions, evaluations often focus on automation associated with the initial setup of the revenue. However, it can be far more important to understand how capable the solution is to handle the various changes and adjustments that occur to your revenue after the initial setup of the revenue. In Revenue Manager:

- Post-processing events are automated
- Recalc-inline, true up, cancel, pause, reallocate and more supported
- Exception events are flagged and can be handled via the UI
- Bulk changes can be processed en-masse via a unique bulk post-processing capability

## Robust audit support

One of the big benefits of moving from a custom solution or spreadsheets to a systematized environment is the strong support for audit achieved.



- Any change made to the revenue policy is recorded

- When it was made, who made it, the before and after picture
- Summary reports indicate changes over time periods
- Reports indicating the complete revenue policy or policies available

## Excellent transparency via state-of-the-art reporting

Another tremendous benefit of moving to an independent, self-contained revenue subledger is in the incredible transparency available into the state of your revenue.



- Real-time visibility into your revenue data
- Point and Click ability to create your own reports
- Customizable dashboards and graphical reports with drill-down & drill-up
- Detailed revenue analysis at multiple levels (line item, order, contract, business unit, ...)
- Excellent filtering capability
- System can be configured to auto-construct & email reports based on a schedule or triggered by events in the system, such as period close.

"SOFTTRAX not only provided us with excellent audit trails, but with the ability to select and specify revenue recognition rules on an item by item basis, compliance also became that much easier."

DORIS SILVA  
Director of Revenue, Accellos

## Strong security & access control

It is important to control who has access to what as relates to your revenue. SOFTRAX Revenue Manager enables:

- Access control on a user or user group basis
- Granular control of who can view vs edit
- Multi-Stage approval
- Encrypted communications

## Plug and Play integration with over 200 ERP systems



- Integration options include a robust set of SOAP based web services and an excel based import/export capability
- Import utility enables mapping to source files to bring in master and transactional data
- Input streams include sales order data, invoice data, fulfillment information to release revenue
- Primary downstream feed consists of summary or detailed Journal Entries to the GL
- Strong support for export of nearly all data in the system

*\*SOFTRAX multi-tenant, cloud environment is SSAE-16 compliant.*



Incorporated in 1999, SOFTRAX provides revenue management and billing solutions that fundamentally change the way enterprises manage, analyze, report, and forecast their revenues.

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# Why SOFTRAX?

## We Offer Expertise – and Experience

Since 1999, hundreds of corporations have used our solutions to optimize revenue, reduce operating expenses, streamline compliance, and gain unprecedented visibility into their business performance.

Our customers represent some of the most successful, innovative, and high-growth enterprises in the world. With hundreds of successful customer deployments, SOFTRAX offers both expertise and experience where it is needed most.

## We Augment Your Existing Infrastructure

ERP and financial systems represent some of the most significant IT investments your company can make. But a growing organization, changing business models, and evolving accounting regulations create new challenges these platforms simply aren't equipped to handle.

SOFTRAX provides solutions that integrate with your existing ERP and financial systems, expanding their capabilities to meet new and emerging business need with a minimum of disruption.

## We Deliver Results

For almost 2 decades, companies have been managing billions of dollars with our products. In industry after industry, SOFTRAX has successfully streamlined business processes, increased efficiency, and delivered real hard-dollar savings.

## ASC 606/IFRS 15

Time is running out to adopt these standards. SOFTRAX provides the most rapid, least disruptive means of automating revenue recognition to ensure compliance in this time of regulatory change.

"Working with the SOFTRAX deployment and customer support teams over the years has given us an appreciation for the quality of their service.

JEANETTE STOUT  
Controller, Mergent

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Take a free online product tour  
and see our solutions in action.

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