TENSOFT®

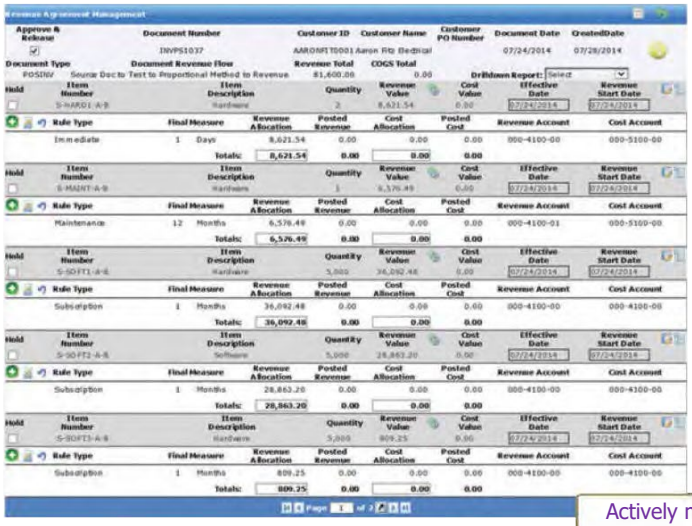
Revenue Lens®

Revenue Recognition Management Plus

SOLUTIONS FOR STREAMLINED REVENUE COMPLIANCE

Mid-sized Information Technology and Services Companies Need Targeted Revenue Management

In today's challenging business environment, many information technology and services firms still use Excel spreadsheets to compute and report revenue recognition. From complex billing and contract management through standards-based revenue recognition policy acceptance, Revenue Lens seamlessly automates and manages your revenue lifecycle.



Actively manage your deferred revenue through the Revenue Agreement

Demonstrate your revenue compliance through detailed to summary reporting on transaction price revenue allocation

Manage complex customer contracts

B E N E F I T S

Reduce Audit Costs
Streamline audits with complete transaction history, detailed reporting, and controlled processes, based on approved rules, for a 20% cost reduction.

Increase Accuracy
Eliminate errors with fully integrated, definable revenue processes, detailed historical and future views, and easy access to key financial metrics.

Eliminate Revenue Leakage
Increase revenue by preventing missed billing opportunities through tracking complete contract information combined with external events such as usage or customer acceptance.

Faster Revenue Closes
With streamlined updates to revenue and financials, reduce the time required to close your revenue each month from an average of a week to just one day.

Allow Your Company to Scale
Support organizational growth goals without having to hire an army of revenue accountants by increasing efficiency and productivity with existing staff.

Affordability and Value
At just one fifth the cost of enterprise revenue recognition application, Tensoft's Revenue Lens delivers fast benefits and outstanding value to mid-sized technology companies.

Revenue Lens®

FEATURES OVERVIEW

Streamlined Revenue Recognition

Multiple Go-To-Market Models	Fitting our solution to your business starts with understanding how you go to market with your customers. Revenue Lens is designed to support your business model(s) effectively – even if you have multiple concurrent models.
Contract Billing	If your sales process results in a complex contract that requires management and multiple billing models to effectively capture the value you provide then our contract billing functionality provides the functionality you need.
Change Management	Contract billing establishment is often just the beginning. If you have Evergreen Contracts or a re-sell process for renewals, if you manage change that requires co-termination, if customer acceptance events are critical to your billing and revenue process, or if you just need to update your pricing across your contracts you understand the need for complete change management.
Track Key Customer Delivery Events	Revenue and Contract Management sits at the heart of your organization. Taking care of your customer – and capturing all the events and required deliverables into your billing and revenue management, requires a system designed to support reminders as well as extended application integration.
Promote Revenue Management	ERP systems treat revenue management as a secondary transaction – something attached to an already existing ERP document. However complete revenue management requires a dedicated revenue contract that is manageable, updatable, and is self-correcting for revenue change.
When Revenue is not Billing	Revenue management starts with capturing the sales contract – as defined by your revenue policy and accounting standards. Sometimes that sale is not any one single ERP document – sometimes the Contract is what defines the sale. Revenue Lens supports complete separation of revenue from your customer transaction process.
Simplify Financial Standards	When you need to support multi-element or contract sales revenue models with complex GAAP or IFRS rules it helps to have a system built to understand and automatically allocate revenue based on transaction price models.
Rules Based Revenue	When you sell multiple SKUs with multiple revenue models it helps to have a system built to automate the application of revenue rules by SKU – no matter how complex the rules. Our workflow by document type and SKU revenue modelling will support automating the transaction to revenue model.
Move to an Auditable System	Manual systems and spreadsheet based systems require lots of precision and oversite to get perfect. Often it is hard for auditors to support a transaction test model for your spreadsheets – so they end up reviewing the entirely of your revenue data. Our systematic process and auditable transaction data support audit testing.
Report and Analyze	A huge benefit of Revenue Lens is the consolidated information you have access to. Deferred revenue balances and analysis, contract bookings and change, revenue forecasts and cash forecasts, along with Excel based analytics gives you access to more information than ever before.