TENSOFT®

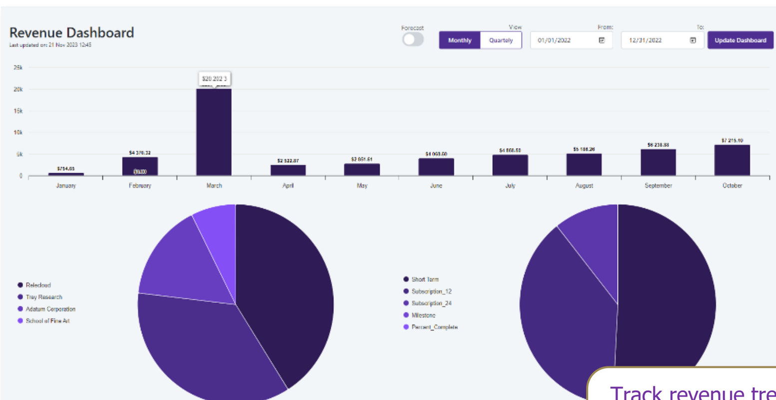
Revenue Lens®

Revenue Management (RM)

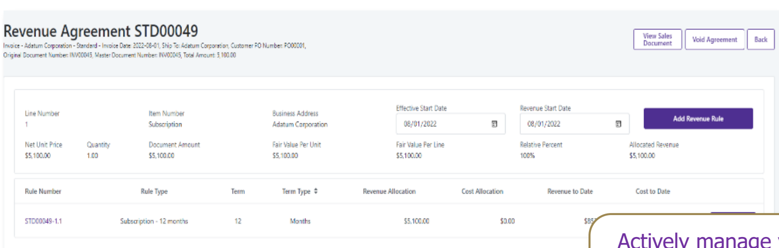
EFFECTIVELY MANAGE DEFERRED REVENUE

Recognize Your Various Revenue Processes

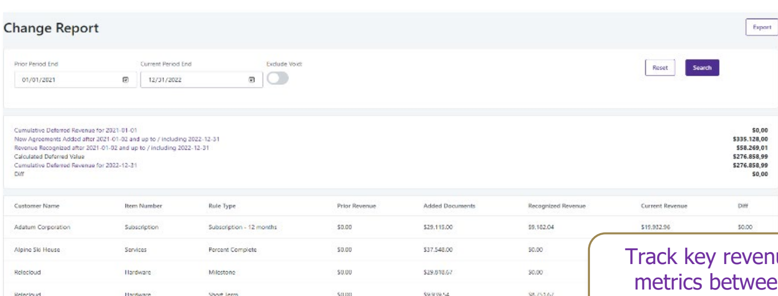
Everyone starts by managing deferred revenue in a spreadsheet. This becomes complex because of complexity in consistently separating and managing the revenue streams in each sale, or audit support challenges where you need to demonstrate consistency in your process, or volume where even simple transactions at high volume are hard to manage effectively without a system.



Track revenue trends by quarter/month with interactive Revenue Dashboard



Actively manage your deferred revenue through the Revenue Agreement



Track key revenue metrics between two points of time.

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 your time moving data in and out of huge spreadsheets, with no time to fully analyze and utilize the information.

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FEATURES OVERVIEW

Flexible Capture Methods for Sales

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 onboarding process consistently applies business rules to sales transactions, to automate the creation of your revenue sub-ledger. The revenue workbench supports review of any problematic inbound transaction or sales that require review/approval.

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

We support multiple SKU or class-based revenue rules. Automate your carve-outs and other financial revenue segmentation. Bundled products can be automatically unbundled to manage multiple revenue streams in a single SKU.

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, our model for large data volumes streamlines 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.

Workbench and Sales Transaction Integration

User-friendly way to manage incoming documents created by manual entry or API integration or Excel upload. It captures incoming transactions with errors or additional setup requirements and allows you to review, edit and correct these errors.