SK GLOBAL
SOFTWARE

REVENUE AUTOMATION FOR DYNAMICS AX/D365
FOR ACCOUNTING STANDARD 606 COMPLIANCE ORGANIZATIONS

Revenue Automation for Fast-moving AX Organizations

SK Global Software's Revenue Automation Suite provides integrated contract, revenue, and billing functionality to help manage "multi-element arrangements" (now referred to as Performance Obligations) in the NEW Accounting Standard 606),that are common in many industries. Performance Obligations, or rather contracts for both product and services
with different delivery and revenue recognition criteria, present multiple challenges for fast-moving organizations including:

› Meeting Accounting Standard 606 and other compliance standards

› Delivering accurate revenue recognition and meeting new FASB andIASB standards requirements

› Automating the management of multiple and complex agreements

› And making the most of renewal and cross-sell opportunities Our Revenue Automation Suite is the only Dynamics-based solution that integrates and automates end-to-end functions for performance obligations, empowering them to increase efficiency and grow their business. As an option, the solution can be delivered on premise or in the cloud.

Hightlights

› **Configurable:** Highly configurable billing and revenue processing engine provides flexibility to address the most complex scenarios

› **Meets New Accounting Standard 606:** Provided by the only provider in the market to apply the new revenue standards to contracts executed through project management and accounting

› **Flexible:** Automatically modify revenue schedules as well as sales orders to adjust for cancellation of individual items or services, addition of products or services to the mix during the course of a contract or adjust for pricing changes

› **Reliable:** Can be deployed on-premise or in the cloud.

A Great Fit For Many Companies, including:

Advertising

Entertainment/Media

Business Services

Telecommunications

Capital Equipment

Transportation Services

Financial Services

Health Facilities/Health Clubs

Leasing/Real Estate

SAAS Companies

Software Publishers

Subscription-based Products or Services

Travel

About SK Global Software:

The leader in global banking, treasury and revenue automation, by empowering Dynamics AX/D365 accounting teams around the world. We are 100% focused on developing software that meets the needs of our customers, offering fully-integrated solutions to over 1,400 customers world-wide.

Solutions:

› Treasury Automation Suite

› Revenue Automation Suite w/Online Bill Pay

SK Global Software
Europe   +45.2061.45.75
US   +1.301.963.7300
Sales@sksoft.com
www.sksoft.com

Learn more at: sksoft.com/revenueautomation

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WHAT IT DOES

Supports complex revenue arrangements with multiple deliverables.

Automates revenue recognition with robust support for multi-element arrangements, including automatic revenue allocations based on relative selling price.

VALUE IT DELIVERS

› Support pricing strategy by establishing evidence of fair value.

› Simplify tracking, reporting, and auditing across product lines, channels, geographies, and time spans using multiple price lists with appropriate pricing ratios.

› Automate revenue allocations across individual items, and recognize revenue as deliverables are met.

› Support multiple varied revenue recognition by item and decouples billing and revenue streams for added flexibility.

› Provide data relevant to specific roles within the organization through groups, dashboards, etc.

Reduces audit costs and increase compliance with evolving standards and regulations.

Reduces audit costs by helping you comply with evolving SEC, FASB, and AICPA standards and regulations governing revenue recognition.

› Build a foundation for robust internal controls over revenue management processes with a comprehensive audit trail.

› Ease compliance with the AICPA's Statements of Position (SOP) 81-1, 97-2, and 98-9, SEC Staff Accounting Bulletins (SAB) 101 and 104 and, FASB's Accounting Standards Update No. 2009-13 (EITF 08-01) and 2009-14 (EITF 09-03).

› Provide a robust basis for Sarbanes Oxley 404 assertions.

Maximizes renewal revenue with proactive automated management and scheduling.

Makes the most of renewal revenue - the lifeblood for subscription-based companies that are often valued on Monthly Recurring Revenue.

› Proactively and automatically manage and schedule renewals-maximizing renewal revenue.

› Define preset renewal rules that automatically create opportunities, quotes and orders.

› Boost visibility into renewal activities through reports and analytics.

› Highly automated billing permits flexibility on an item-by-item basis over renewal options.

Increases productivity and reduce errors by automating critical revenue recognition accounting processes.

› Define revenue recognition accounting templates rules for different products and services. Automatically generate revenue recognition amortization schedules and apply them across individual contract order line items.

› Automatically recalculate revenue schedules without manual workarounds.

› Item-level assignment of rules permits high level of control and results in unparalleled consistency in application.

Delivered in the Microsoft Dynamics platform and integrates with your current Microsoft-based systems and data.

› Leverages your existing investments in Microsoft technologies, and ensures a seamless transition of data and functionality.

› Intuitive and familiar for employees to use; leads to higher adoption rates and improved ROI.

› Easily make changes and improvements in internal operations practices.