DATASHEET

Revenue Recognition (ASC 606 and IFRS 15)

Scale revenue management and predict the future with a single source of truth

SaaS businesses choose Sage Intacct to automate subscription management and complex revenue accounting. Automating a single revenue stream across the customer lifecycle saves you 10s to 100s of hours of painstaking hours each month on calculations and reconciliations. It also allows you to forecast future revenues and gain deep insights with SaaS metrics that guide your business decisions like hiring, acquiring, and investing in products.

Scale regulatory compliance
Driving revenue recognition directly from the contract simplifies revenue recognition. Templates and schedules automatically allocate revenue and amortize expenses for you, even as contracts and subscriptions change. Dual treatment of ASC 605 and ASC 606 provides you with immediate visibility into how the upcoming guideline changes affect your financials.

Speed Quote to Cash by 30%
Contract revenue management integrates with Salesforce for a seamless, bi-directional flow of customer, order, and contract data. You get real-time updates to accounting and billing for discounts, usage, renewals, upgrades, cancellations. You save time and speed billing to bring cash in faster.

Forecast revenue and get real-time SaaS metrics
When everything you need to forecast is in one place and derived from the contract master and schedules you define,, you can cut your close by 30 to 50% and get automated revenue forecasts. Skip the spreadsheets and get real-time forecasts and SaaS metrics to inform timely decisions that drive results for your business.

Gain control over revenue and billing
Out of the box functionality along with a single source of truth for revenue, billing, and financials means that you're in control. Handle changes with configuration, not scripting. You don't need to depend on IT. Structure your workflows to capture and edit contracts natively in Salesforce with no need for third-party integration software. And billing and revenue is available immediately for your general ledger without timely reconciliations across systems.

Forecast billing, payments, and revenue

▼ Subtotal name	2018/01-2018/03	2018/04-2018/06	2018/07-2018/09	2018/10-2018/12	2019/01-2019/03	2019/04-2019/06	Future Forecast	Total Forecasted Value
▼ Billing								
	150,000.00	150,000.00	150,000.00	150,000.00	150,000.00	150,000.00	900,000.00	1,800,000.00
	25,000.00						0.00	25,000.00
Sum for Billing	175,000.00	150,000.00	150,000.00	150,000.00	150,000.00	150,000.00	900,000.00	1,825,000.00
▼ Payment								
	25,000.00						0.00	25,000.00
	150,000.00	100,000.00	150,000.00	200,000.00	150,000.00	100,000.00	950,000.00	1,800,000.00
Sum for Payment	175,000.00	100,000.00	150,000.00	200,000.00	150,000.00	100,000.00	950,000.00	1,825,000.00
▼ Revenue								
	2,083.35	2,083.35	2,083.35	2,083.35	2,083.35	2,083.33	12,499.92	25,000.00
	150,000.00	150,000.00	150,000.00	150,000.00	150,000.00	150,000.00	900,000.00	1,800,000.00
Sum for Revenue	152,083.35	152,083.35	152,083.35	152,083.35	152,083.35	152,083.33	912,499.92	1,825,000.00
Sum Total	502,083.35	402,083.35	452,083.35	502,083.35	452,083.35	402,083.33	2,762,499.92	5,475,000.00

Contract Forecast - All Types — Customize | Graph | View | Print | Process & store | Email | Add to dashboard | Memorize | Export

Automation of billing and revenue recognition from of a single contract enables real-time forecasting.

Scale revenue management

Revenue management
- All order changes captured in a single contract
- Automatic revenue reallocation for contract changes
- Template-based revenue recognition, independent of billing
- Usage-based revenue recognition
- Revenue recognition across multi-element arrangements
- Flexible automation of cancellations, hold/resume, and renewals
- Revenue details in one location -- the contract

Expense management
- Expense amortization at contract or line level
- Automatic expense amortization – including changes and updates
- Expense amortization templates, independent from the revenue term

Multi-entity arrangements (MEA)
- Audit trail for MEA executions
- Separate book processing
- MEA effective dates for execution
- Multiple execution of MEA allocations

Insights
- Board-ready insights, including churn, CLV, CMRR, cash, and CAC
- Contract as dimension to track revenue by reporting details on unbilled, billed, and paid balances
- Revenue, expense, billing, and cash receipts forecasted to current and new guidelines

Control
- A wide variety of standard and custom revenue and expense templates to fit your needs
- Automation through configuration, not scripting
- Compliance using your own workflow setup with audit trail sign-off
- Independent holds on billing schedule, revenue recognition, or both

Old and new methods
- Instant views of changes between ASC 605 and 606 with dual book entry

To learn more about how Sage Intacct can help you drive improved performance, visit our website: https://www.sageintacct.com/subscription-management-software or contact us at **877-968-0600.**

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