

# revStream

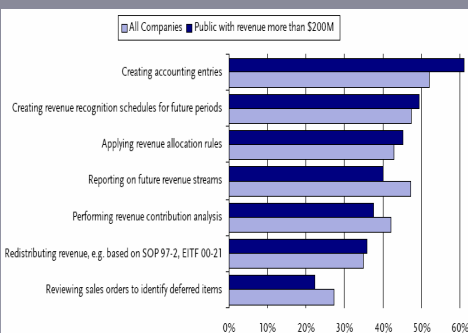
an aquarius solution

## Software and Multi-Element Revenue Recognition Automation Solution for Oracle ERP

**revStream** is an Oracle ERP based solution to streamline all critical revenue recognition processes - allocation, scheduling, recognition, compliance, reporting, and forecasting complementing your existing Oracle ERP applications.

- No license costs
- No costly interfaces to ERP
- Extension to Oracle—same look and feel
- No new application knowledge or skills required

“92% of public companies rely on spreadsheets to fill vital gaps in their revenue recognition and reporting processes despite the fact that spreadsheets are prone to errors, lack audit capabilities, and resist internal controls” – IDC, 2006



Revenue management – practically every major industry has their own challenges in managing and staying compliant with revenue reporting. Specifically, if you sell software license, maintenance & support services (PCS), and hardware products, then it remains a significant challenge for hi-tech companies today. These companies are faced with changing business models and new product offerings; increasing complexities of multi-element contracts and increasing SEC compliance requirements such as enforcing SOP97-2, EITF00-21, EITF08-01, FASB 52 etc.. Most companies revenue managers rely on managing complex excel worksheets to manage separate billing and revenue schedules and the process becomes cumbersome, error prone and disconnected from the supporting revenue calculations. Even the sophisticated ERP systems do not address this major issue in a clean automated fashion resulting in operational inefficiencies – limited visibility, lack of automation and accuracy and timeliness of regulatory reporting

### revStream is for companies which:

- Sell products such as software, hardware, services, bundled items, multi-element, subscription, prepaid etc..
- Need to automate revenue and cogs deferrals
- Need to automate revenue allocation based on VSOE/FMV
- Need to implement complex revenue and billing schedules
- Need to enforce SOP 97-2/81-1/98-9, EITF00-21/08-01 for revenue recognition
- Need robust reporting for revenue recognition & forecasting
- Need to enforce internal controls for SOX compliance

### revStream | value proposition

revStream is a proven revenue automation solution designed for enterprise software, product and services companies that have complex billing and revenue arrangements with multi-element deliverables. It specifically bridges the limitations of commercially available ERP systems specifically in the areas of performing automated revenue deferrals; VSOE based revenue allocation and separation billing and revenue streams. Its value proposition lies in its ability to allow:

- Managing separate streams of billing and revenue within one central application - Oracle ebusiness suite
- Faster implementation - it's a “repeatable and proven” solution
- Simplified period-end processes
- Managing both license and support revenue in one central module
- Extension to support evolving business models
- Building within Oracle standards – easier for IT to manage
- Reduction or no complex application integration challenges
- Fully upgrade/patch safe installation using API's to integrate to core Oracle modules

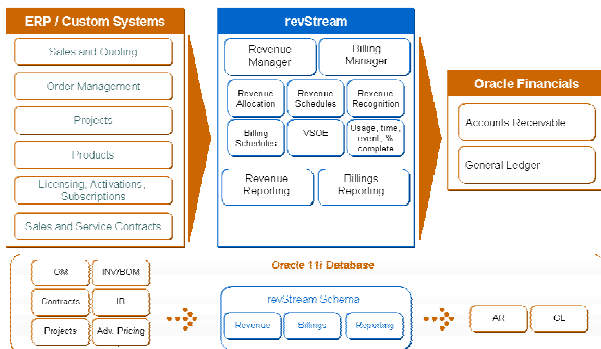
## revStream | key solution features & functionality

- Separate billing and revenue streams – easily manage billing and revenue schedules with lesser key strokes using the intuitive UIs
- Automate or manually allocate revenue based on VSOE – enable revenue allocation approvals for tighter internal controls & compliance
- Contingency based billing and revenue recognition e.g. recognize revenue based on events such as customer acceptance or proof of delivery etc.
- Prorate revenue schedules automatically & drive desired revenue accounting entries based on configurable business rules
- Automatically create journal entries in GL for approved entries (recognized revenue)
- Perform ad-hoc & mass revenue adjustments and billing credits
- Track unbilled AR and deferred revenue tying back to sales order lines
- Approvals and Holds management to manage revenue schedules
- Multi-operating unit and multi-currency enabled
- Generate statutory, regulatory, management and transactional reports

**revStream** provides a “single unified revenue workbench” to review, adjust, reject/approve and automatically post to the general ledger

## aquarius | revStream solution footprint

The revStream solution primarily comprises of the Revenue Manager and the Billing Manager and is currently designed to extend the standard Oracle ebusiness suite application for: 1. Revenue allocation and scheduling 2. Revenue Accounting; 3. Controls and Management reporting; 4. Billing Management (rules and scheduling).



The solution is designed and built on the Oracle ebusiness technology leveraging the native integration to Oracle order management, contracts, receivables and GL modules and thereby ensuring scalability and flexibility.

## aquarius consulting services and expertise

our consulting services are designed to bring rich experience of senior talent in the areas complex billing and revenue automation solutions for software companies. Our client engagements are typically structured as consulting projects which includes requirements definition/analysis to process design and solution implementation for the complete sales to revenue process.

## about aquarius

aquarius is a niche consulting firm specializing in billing and revenue management solutions; program management and post merger/ acquisition integrations. aquarius brings extensive expertise in process design and implementation of sales to revenue solutions for online media and software/services industry. aquarius revStream solution is the only Oracle based solution to manage complex billing and revenue recognition business models.

for more information, send a message to [clientservices@aquariuscg.com](mailto:clientservices@aquariuscg.com)

**aquarius consulting group**  
270 redwood shores parkway, # 709  
redwood shores, ca 94065  
phone: 650.241.0206 fax: 650.362.1967

