

# Advanced Revenue Management For Acumatica

A Complete Solution For Managing Recurring Revenue and Payments



 **Acumatica**

GOLD CERTIFIED PARTNER

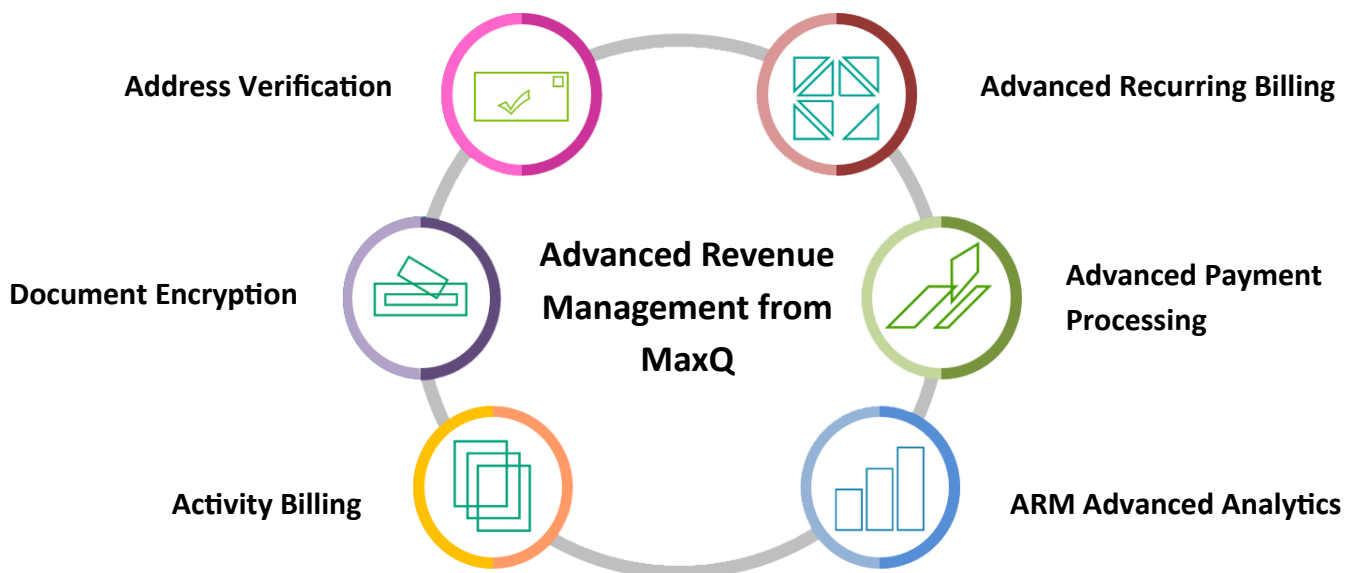
**Microsoft Partner**  
Gold Data Analytics

# Advanced Revenue Management

Advanced Revenue Management for Acumatica streamlines the operations required to effectively manage recurring billing and the associated revenue recognition for products and services that are sold on subscription, contain multi-deliverables, or are billed at different points in time.

Built for Acumatica, Advanced Revenue Management, enables companies to eliminate spreadsheets and reduce manual efforts by using one comprehensive system that is easy to manage and simple to use.

Advanced Revenue Management is comprised of three main modules that are fully integrated with Acumatica's Financials Modules - including Project Accounting which, when combined, with Advanced Revenue management, turn Acumatica into a powerful billing, collection and revenue recognition solution.



Advanced Revenue Management is an excellent fit for:



Software



E-Commerce



Information Providers



Telecom



Business Process Outsourcing



SAAS



Research



E-Learning



Hardware

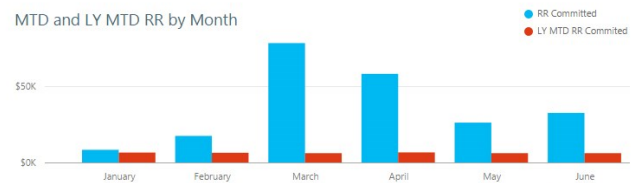


Other Subscription Based Industries

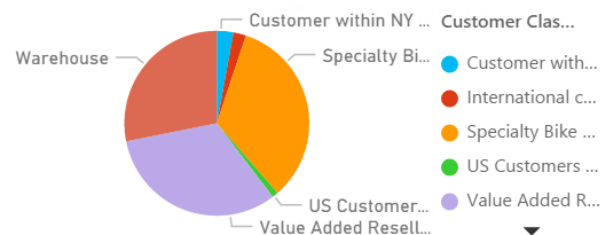
# Efficiency, Speed, Accuracy

## Leverage Your Investment in Acumatica with Advanced Revenue Management

- Automated processing of recurring billing
- Automated processing of deferred and recognized revenue
- Apply billing and revenue recognition schedules by month, quarter, or year as well as customized time-periods, even mixed on same contract
- Integrated web-based reports and analysis of recurring billing and associated revenue
- Integrated credit card and ACH processing
- Automatically bill for Late fees, declined payment and other charges.



### MTD RR by Customer Class



## Efficiently manage the most sophisticated recurring billing and revenue models



**Establish flexible billing schedules** separate from revenue recognition rules, to enable compliant, customer-specific requirements.



Maximize contract renewal revenue with **automated scheduling and management of renewal activities**.



**Easily manage complex product and pricing models:** software licenses, recurring subscriptions, maintenance agreements, bundled items, SAAS and complex discount arrangements.



**Easily process subsequent modifications** with the ability to pause, resume, modify and cancel billing contracts and/or revenue recognition schedules already in progress.



**Comply** with SEC, FASB and Sarbanes-Oxley accounting guidelines such as SOP97-2 and IETF 00-21. Supports Vendor Specific Objective Evidence (VSOE), and ensures accurate revenue recognition calculations by line item.



Utilize templates to set up revenue billing rules for different products and services with **automated revenue generation, recognition and allocation**.



Gain **real-time visibility** into revenue and projected revenue with instant access to business forecasts and reports.

# Enhanced Contract Management

Advanced Revenue Management from MaxQ gives you the flexibility and control you need to effectively manage contract life cycles with one single point of data entry. Streamlined contract management features enable quick and easy setup of customer billing cycles, revenue recognition cycles and renewal processes.

- Flexible billing schedule options provide control over how often invoices are created, and whether the invoice should include line items or create a consolidated invoice.
- Close the loop in the cycle by selecting revenue recognition options which automatically control how revenue will be applied, the associated recognition amounts, and at what point in time you wish the revenue to be recognized.

The screenshot displays the Acumatica 'Contracts' module. It includes fields for Contract ID, Revision Number, Customer ID, Billing Profile Customer ID, and Service Parameter ID. A summary table on the right shows contract details like Total (18,000.00), Lile Amount (0.00), Total Billed Amount (0.00), and Total Paid Amount (0.00). Below this is a 'Billing Schedule' table with columns for Generate Date, Comments, Generated, Ref Number, Period to End, Amount, Summary Billing, Not Renewable, Auto-Generation ID, Auto-Generation Description, Payment Method, and # of Invoices.

Generate Date	Comments	Generated	Ref Number	Period to End	Amount	Summary Billing	Not Renewable	Auto-Generation ID	Auto-Generation Description	Payment Method	# of Invoices
9/15/2013	1 of 12			9/15/2013	1,500.00			00003			
9/15/2013	2 of 12			08-2013	1,500.00			00003			
10/15/2013	3 of 12			09-2013	1,500.00			00003			
11/15/2013	4 of 12			10-2013	1,500.00			00003			
12/15/2013	5 of 12			11-2013	1,500.00			00003			
1/15/2014	6 of 12			12-2013	1,500.00			00003			
2/15/2014	7 of 12			01-2014	1,500.00			00003			
3/15/2014	8 of 12			02-2014	1,500.00			00003			
4/15/2014	9 of 12			03-2014	1,500.00			00003			

## Advanced Revenue Management is an excellent fit for:



Subscription Plans



Membership Fees



Dues



License Agreements



SAAS

*Definable business rules enable companies with superior functionality to mix time periods by customer such as bill annually/recognize monthly, or bill quarterly/recognize monthly*

### PLUS

- Create billing schedules from an Acumatica sales order or directly from billing contract entry
- Easily set up term contracts, perpetual contracts (that bill until the contract is cancelled) or term to perpetual
- Manage multi-element and multi-currency contracts
- Automatically create revenue recognition amounts for each contract or sales order line items
- Automatically creates revenue allocation schedules
- Automatically creates revenue allocation schedules
- Easily track and analyze historical renewal data
- Easily consolidate multiple contracts into one
- Integrated support for inventory items and standard contract schedules
- External contract interface for full integration with web sites and other internal systems

# Streamlined Billing Management

Advanced Revenue Management provides companies with billing flexibility and control in order to satisfy complex accounting rules and customer needs. Regardless of whether you use Acumatica's Accounts Receivable Invoicing or Sales Order Processing's Sales Orders, Advanced Revenue Management automates the billing process and reduces the administrative effort required to process repetitive billings. Improved billing accuracy can increase revenue flow, improve customer service and increase customer satisfaction.



Create customized invoice formats



Create templates to quickly create recurring billing contracts



Apply system or customized pricing rules and models



Generate billing by customer, contract date ranges, projects or contract classes



Create invoice schedules to process invoices daily, monthly, bi-monthly or using user-defined calendars



Automatically generate electronic contracts and invoices, send by email with ready access to status logs, history and the ability to resubmit when necessary



Schedule alerts to let users know the billing process is complete



Process unlimited accounting distributions and/or inventory items



Easily manage the creation of credit memos when billing period adjustments are needed

# Financial Compliance

Revenue and Revenue Recognition schedules are automatically generated and consolidated to accurately book revenue in the right accounting period and according to the proper rules set by your accounting procedures. The system also provides the ability to easily recognize revenue based on percentage complete by project or contract.

## Advanced Payment Processing Tailored To Your Needs

Advanced Revenue Management from MaxQ supports AICPA, FASB and SEC regulations including SAB-101, IETF 00-21, ETF 08-801, ASU 2009-14, and SOP 81-1. In addition, the system provides support for Vendor Specific Objective Evidence (VSOE) requirements including Residual Method and line item pricing.

Ability to manage GAAP revenues and billing separately

Reporting and analytics to manage costs with associated revenue as recognized over time

Support for AICPA, FASB and SEC regulations (including SAB-101, IETF 00-21, ETF 08-801, ASU 2009-14, and SOP 81-1). Advanced Revenue Management support requirements relating to VSOE including Residual Method and line item pricing.

## Built In Visibility

Self-serve, web-based access to reports and analysis is configured for groups or individuals to view and explore secure data as needed.

Customized reports and analysis can also be easily configured as required.

Advanced Revenue Management comes with more than 25 standard reports including:

- System generated revenue forecasts
- Automated historical comparisons by quarter, month, year over year or other configurable selections
- Automated views of the number of completed renewals, renewals due and past due
- Analysis and view by contract type
- Renewal retention rates
- Renewal forecasts based on historical retention rates

The screenshot displays the MaxQVISION software interface for 'Recurring Billing by Contract'. It features a navigation menu at the top with options like 'Report Cards', 'Inventory', 'Financial', 'Order Management', 'Overview', 'Project', 'Purchasing', 'Sales', 'CRM', 'Link Demo', and 'Supply Chain'. Below the menu, there are filter fields for 'Company ID' (0000011358), 'Contract ID' (0000011358), and 'Description' (Example of Contract Revenue). The main area contains a table with columns for 'Billing Schedule', 'Sales Orders', 'AR Invoices', 'Revenue Recognition Schedules', 'GL Transactions', 'Customer Details', and 'Accounting'. The table lists various accounts and sub-accounts, such as 'Accounts Receivable-Retention', 'Accounts Receivable-Trade', 'Deferred Revenue-Service', and 'Revenue-Software-T&M', with data for multiple periods from 2012-04 to 2013-04. A 'Grand Total' row is also present at the bottom of the table.

# More Choices for AR Automation

## Advanced Payment Processing Tailored To Your Needs



**Automated Notifications**—Keep your customers informed on all charges and changes related to their agreements.



**Multiple Payment Options**— Credit Card, ACH, Wires, Cash, and Checks are all supported.



**Flexible Credit Card Options**— Connect to your Gateway of choice, pick from our growing list of existing integrations (or even create your own if needed). Easily change at any time.



**Activity Based Billing**—Powerful activity based billing engine allows you to charge for services automatically (example—add-on charges for declined credit cards) and post them to the next billing schedule or on a separate invoice. Even charge to a third party if billing as a service.



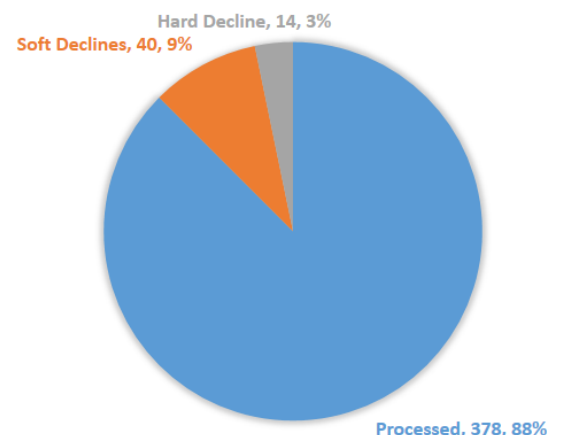
**On Time Charges and Stocked Items**—Easily bill for one time fees or even create sales orders for physical items that need to shipped and/or inventoried.

## Advanced Payment Processing Tailored To Your Needs

Advanced Payment Processing Management has been built to automate payment processing with an understanding of the complexities of credit card rules and gateway services. Flexible, rules based processing allows for:

- User defined handling of soft or hard credit card declines
- Automatic retries and with user defined waiting period
- Late payment processing, notification and fees
- Add-on Fees associated with each action or service provided.
- Ad-hoc payment schedule for catch up on past due amounts
- Automatic handling of charge backs.
- Will update create card information from gateway where supported
- Address verification help reduce typo errors during entry.

### CREDIT CARDS PROCESSED



# MaxQ has a suite of solutions to help you manage your business requirements

MaxQ Technologies provides solutions that help companies maximize their investment in Acumatica. Please contact us or visit our website to learn more about our Industry solutions as well as solutions for Manufacturers, Distributors, and Service Providers.

## Financial Series

Full featured, cost effective financial solutions



AP/PR Laser Checks



Advanced Payment Credit Card Processing



Credit Card/ACH Payments



Multi Currency Rate Load



Advanced Billing



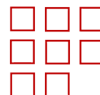
ARM Advanced Analytics



Subscription Management

## Supply Chain Series

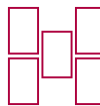
Enhance your system's supply chain capabilities



Matrix Inventory Management



Supply Chain Planning



Work Order Processing



Demand Planning

## Business Intelligence Series

Developing and extending analytics and reporting



QVision



eProphet

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