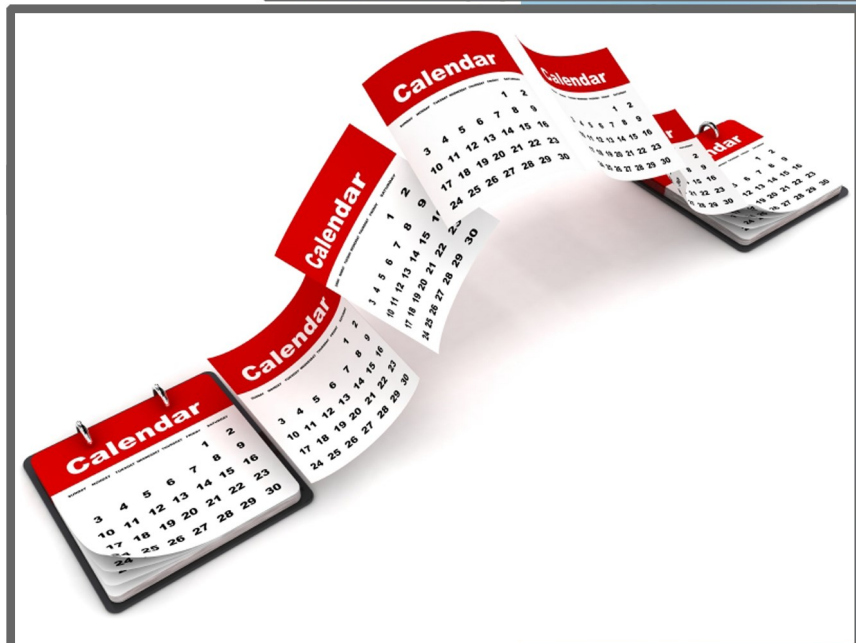BUSINESS SOLUTIONS FOR **MAXIMUM** PERFORMANCE

ADVANCED REVENUE MANAGEMENT

FOR MICROSOFT DYNAMICS SL

A **complete** solution for managing recurring revenue and billing requirements

Microsoft Partner
Gold Data Analytics

ADVANCED REVENUE MANAGEMENT

Advanced Revenue Management for Microsoft Dynamics SL 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 Microsoft Dynamics SL, 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 four modules that are fully integrated with Microsoft Dynamics SL Financials- including Project Controller which, when combined, turn Microsoft Dynamics SL into a powerful billing and revenue recognition solution.

Advanced Revenue Management from MaxQ

MaxQ Recurring Billing and Revenue Management

Streamlined Billing and Revenue Processing

MaxQ ChargeIt!

Automated Credit Card Processing

MaxQ Doc Agent

Electronic Document Transmission

MaxQ QVision

Data Access and Exploration

Microsoft Dynamics SL   **Microsoft CRM**

Advanced Revenue Management is an excellent fit for:

Software Publishers

Technical Services

Specialty Contractors and Service Providers

Telecom

Online Service Providers

Subscription Based Products & Services

Efficiency, Speed and Accuracy

Leverage your investment in Microsoft Dynamics SL 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

- ► Integrated web-based reports and analysis of recurring billing and associated revenue

- ► Automated distribution of electronic documents from Microsoft Dynamics

- ► Integrated credit card processing
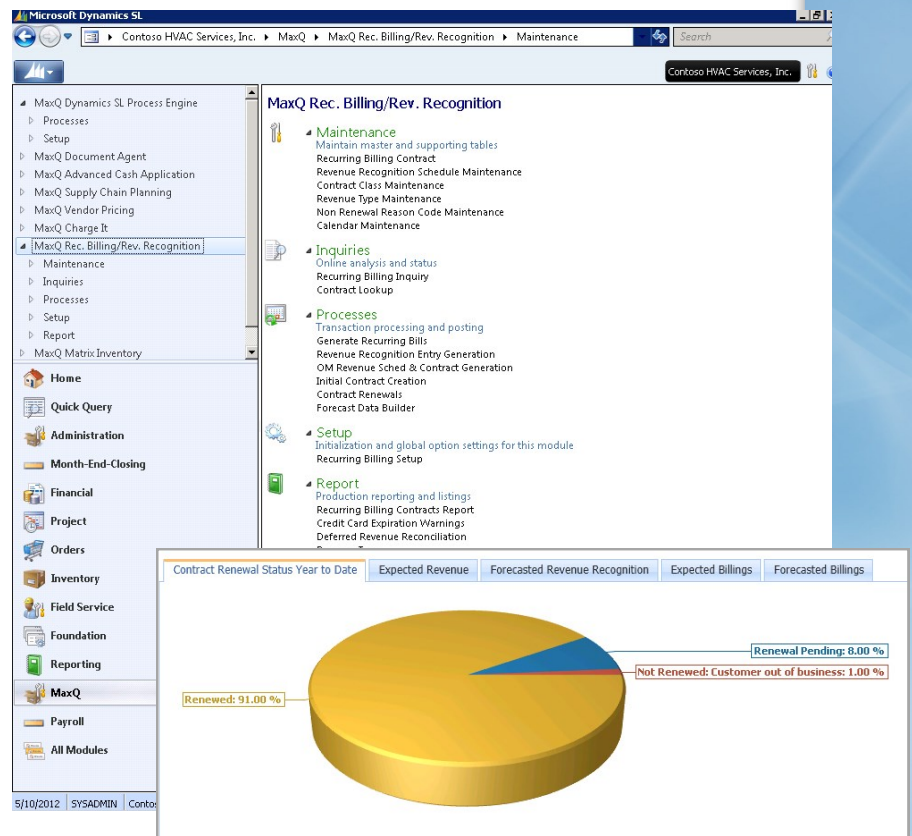
Efficiently manage the most sophisticated recurring billing and revenue models

- ► **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, 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 recognition rules for different products and services with **automated revenue recognition and allocation**.

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

Enhanced Contract Management

Recurring Billing Contracts (XB.100.00) - Contoso HVAC Services, Inc.

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.

Advanced Revenue Management is perfect for companies that offer:

Subscription Plans
Membership Fees
Dues
License Agreements

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 a Microsoft Dynamics SL sales order or directly from the billing contract

▶ Easily set up term contracts or perpetual contracts that bill until the contract is cancelled

▶ 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

▶ 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

More Choices For Order Processing

Flexible Processing to Suit Your Business Needs

Contract **-->** Accounts Receivable

Contract **-->** Order Management

Order Management **-->** Contract

Order Management Templates **-->** Billing Contracts

Automated
Revenue Recognition and Management

Advanced Revenue Management eliminates manual processing needed to maintain external spreadsheets. Revenue can easily be deferred based on products or revenue type over a specific period time. Built-in forecast reports provide instant access to forecasted revenue. With integrated support for Project Accounting, companies can easily associate revenue and project costs for better, faster insight on project profitability.

Revenue Recognition Schedule Maintenance (XR.B11.00)

Revenue Schedule Information | Original Document Information

Schedule ID: 0000000133   Get New Schedule Line   Company ID: 0060
Description: For AR Reference: CM0000184   Customer ID: C300
Revenue Type: TEST94   Module: Accounts Receivable
Beginning Period: 01-2000   Contract ID: 0000000066
Frequency: Quarterly   Amount: 310.87
Schedule Entries: 7   Unposted: 310.87

Auto Generate Schedule

(F4 for grid/form view)

	Company ID	Period	Amount	Posted
1	0060	01-2000	44.41	☐
2	0060	04-2000	44.41	☐
3	0060	07-2000	44.41	☐
4	0060	10-2000	44.41	☐
5	0060	01-2001	44.41	☐
6	0060	04-2001	44.41	☐

0060   SYSADMIN   9/13/01

PLUS

▶ Automatic generation of contracts to match new and or existing revenue schedules

▶ Automatic adjustment of revenue recognition when revenue schedules are modified

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 Microsoft Dynamics SL Accounts Receivable Invoicing or Order Management 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 by fax or 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
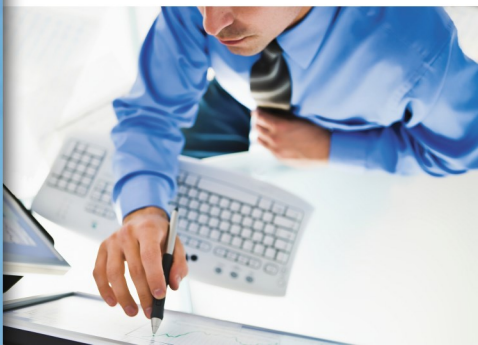
Financial Compliance

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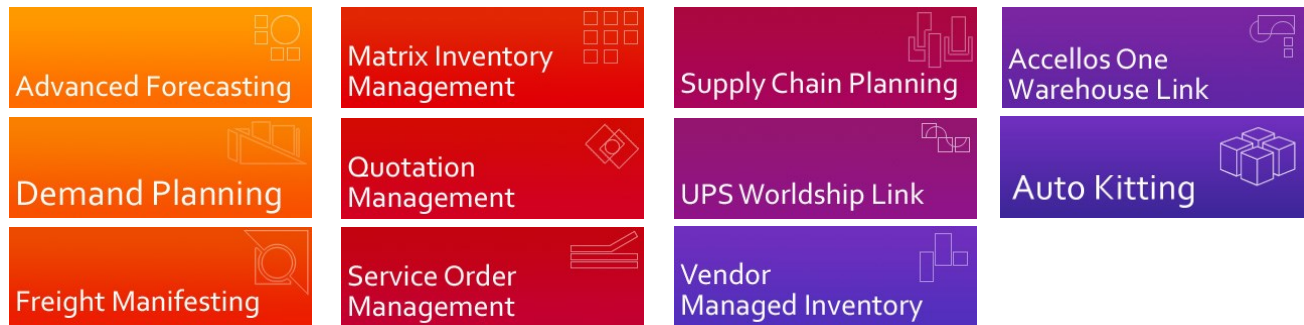Advanced Revenue Management comes with more than 25 standard reports including:

▶ 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

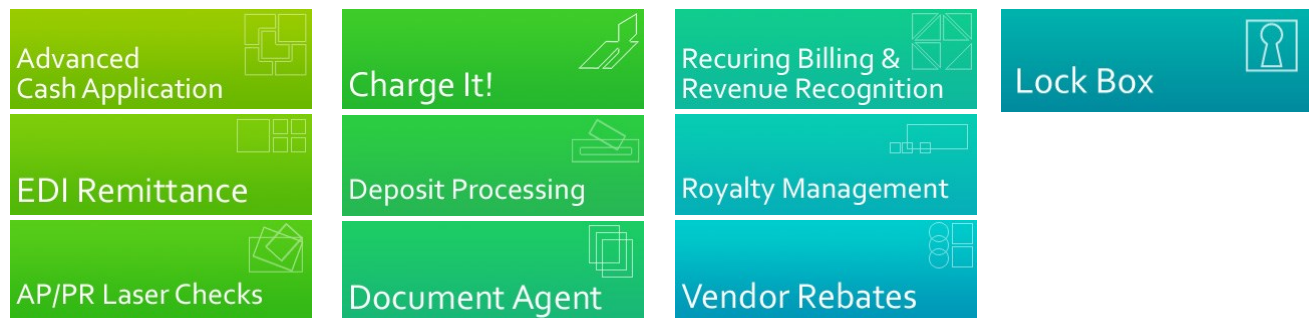▶ Renewal forecasts based on historical retention rates

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

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

Supply Chain Management Series

Advanced Forecasting	Matrix Inventory Management	Supply Chain Planning	Accellos One Warehouse Link
Demand Planning	Quotation Management	UPS Worldship Link	Auto Kitting
Freight Manifesting	Service Order Management	Vendor Managed Inventory	

Financial Management Series

Advanced Cash Application	Charge It!	Recuring Billing & Revenue Recognition	Lock Box
EDI Remittance	Deposit Processing	Royalty Management	
AP/PR Laser Checks	Document Agent	Vendor Rebates	

Business Intelligence Series

eProphet	QVision

eProphet 2012

MaxQVision 2012

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