

Leeyo® RevPro® Revenue Automation Software

Get Ready for the New Revenue Guidance

Automation of revenue recognition with RevPro® gives you increased confidence in your revenue process.

RevPro automates even the most complex revenue processes to produce consistent and accurate revenue data quickly and easily. It integrates with any ERP—or as a stand-alone solution—and can be deployed on-cloud or on the premises for an organization.

Does this sound familiar?

As a business grows, expands globally, delivers products in new ways and accepts new and more flexible payment methods or participates in M&A activity, the business model quickly grows in complexity. One area hit hardest by this increased complexity is revenue recognition. The introduction of new revenue recognition guidance only adds to the confusion. Traditional approaches to revenue management are no longer sufficient to keep pace and scale with such rapidly evolving business models.

Current revenue processes are often very manual, involving complicated spreadsheets and hours of wasted manpower. Financial team leaders lack confidence in the accuracy of their own revenue figures and accountants find it difficult to track down potential spreadsheet errors, often resulting in significant differences in reported revenue. Most of these out-dated revenue processing methods also lack full visibility into revenue data necessary for reliable analysis and forecasting.

Existing ERP systems are not equipped to handle the complexity of common elements such as multi-element arrangements or deferred revenue. Throw in the new complexities of variable consideration, contract modifications and performance obligations and the question of whether or not your existing processes can handle today’s challenges is answered quickly and decisively.

Book	Customer	Contract Value	Price Adjustment	Transaction Price	Revenue To Date	Unreleased Contract Value	Released Future Revenue	Contract Asset
Future GAAP	STDSW	1,872,000.00	0.00	1,872,000.00	1,118,780.55	741,752.98	11,466.47	16,780.55

POB Name	Sales Order ...	Contr Unsched	Waterfall Type	Actual/ Fore...	APR-16	MAY-16	JUN-16	JUL-16	AUG-16	SEP-16	OCT-16	DEC-16
S-CONSULTING	SALES-1001	243,750.00	Adjustments	Forecast	0.00	579.11	-2,316.42	-5,791.06	-8,107.48	-4,632.85	-1,158.21	0.00
S-CONSULTING	SALES-1001	243,750.00	Revenue	Forecast	-6,250.00	12,500.00	25,000.00	62,500.00	87,500.00	50,000.00	12,500.00	0.00
S-IMPLEMENT...	SALES-2004	32,400.00	Adjustments	Forecast	0.00	0.00	-131.64	0.00	0.00	-877.62	0.00	-658.21
S-IMPLEMENT...	SALES-2003	486,000.00	Adjustments	Forecast	0.00	0.00	293.72	0.00	0.00	1,958.16	0.00	1,468.62
S-IMPLEMENT...	SALES-2004	32,400.00	Revenue	Forecast	0.00	0.00	2,400.00	0.00	0.00	16,000.00	0.00	12,000.00
S-IMPLEMENT...	SALES-2003	486,000.00	Revenue	Forecast	0.00	0.00	36,000.00	0.00	0.00	240,000.00	0.00	180,000.00

We Feel Your Pain

You need a solution to automate the mundane details of revenue recognition, collect data from multiple sources, perform necessary functions including transaction grouping, allocations and fair-value calculations for quick and easy results.

RevPro is that solution. RevPro simplifies management of your complex revenue processes through software automation and expert integration.

What Is RevPro?

RevPro is the world’s first commercially available revenue cycle automation engine helping organizations streamline management of the revenue cycle through seamless integration with various ERPs and other systems.

And, in an industry guided by ever evolving standards, it is important to note this product is compliant with both current and future U.S. GAAP.

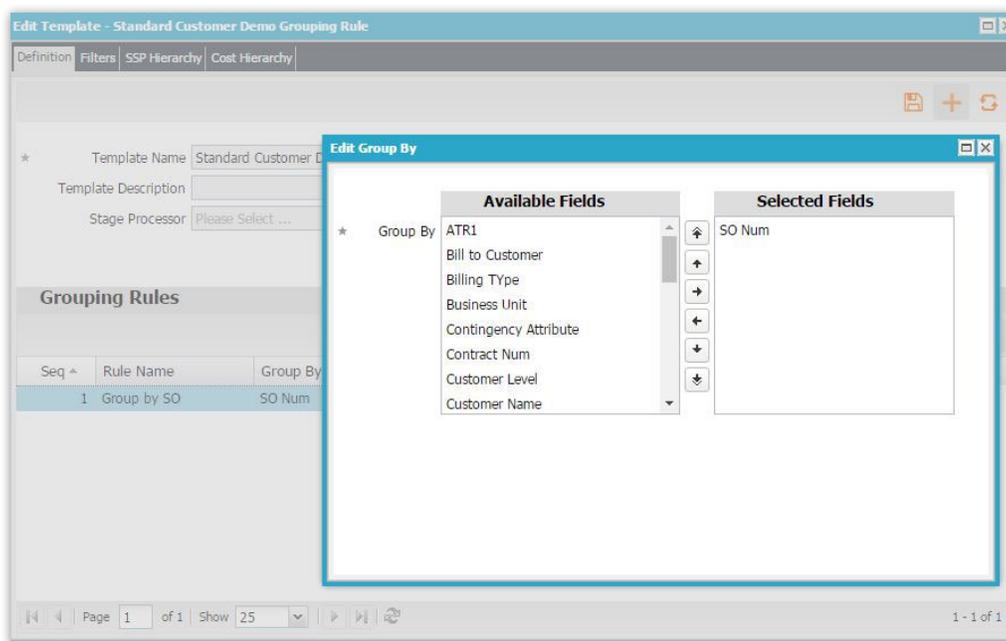
RevPro Features

Multi Book Processing

- Process arrangement/revenue contracts across multiple books in different periods from a single data import
- Engine designed to operate under current and/or future U.S. GAAP

Revenue Contract Grouping

- Set up rules for grouping transactions of goods/services into revenue contracts
- Identify and manage contract groupings
- Create new contracts or add to existing contracts

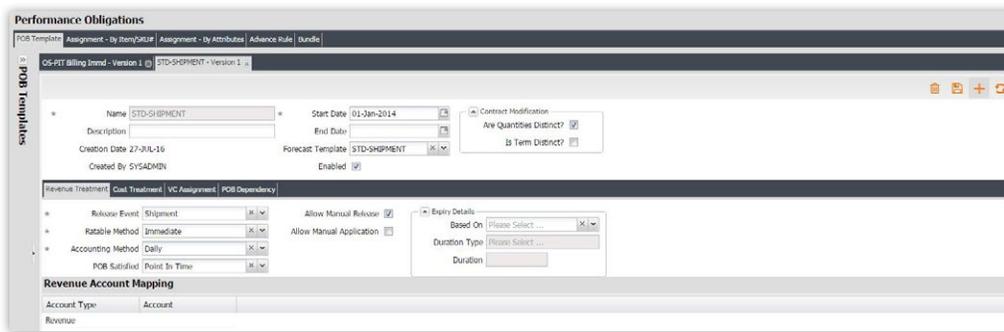


Revenue Contract Workbench

- De-link or re-link contracts or transactions
- Configuration of standard and other cost accounting
- View waterfall report and actual accounting entries

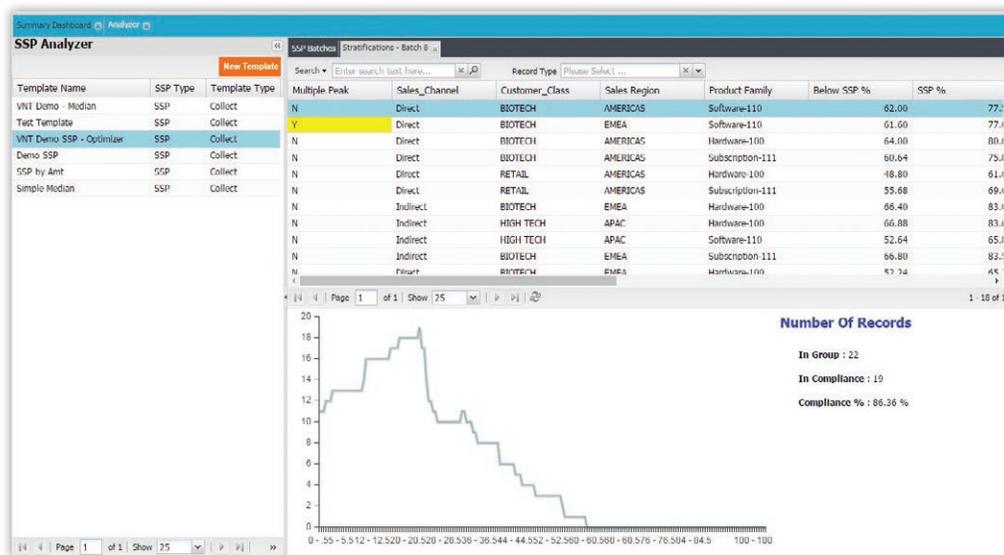
Identify Performance Obligations (POB Configurator™)

- Transactions mapped to POBs according to user-defined rules and templates
- Define policies for timing and allocation of revenue
- Set up rules for deferral and release of associated costs
- Dual guidance



Stand-alone Selling Price (SSP) Calculator

- Analyze historical data to calculate SSP (or user can upload)
- Residual SSP derivation



Variable Consideration (VCE Analyzer™)

- Analyze historical data to calculate variable consideration and apply transaction price (or user can upload)
- Adjust VC/TP based on actuals or changes to estimates
- View changes in variable consideration over time for transactions and contracts; manually update VC amount

Allocation

- Automatically allocate transaction prices across all eligible POBs in a contract
- Systematically perform retrospective or prospective allocation and re-allocation as contracts are modified, based on user-defined rules

Standard Cost /Other Cost Accounting

- Ability to estimate other costs
- Ability to adjust the cost based on actuals
- Support cost practical expedient
- Cost treatment can be dependant/independant of revenue

Period Open/Close Task Manager

- User-defined period close checklist
- Helps customers to tightly control the close/open process

Reporting/Forecasting

- Process contracts under multiple rule sets including current and future GAAP/IFRS
- User-customizable reporting
- Detailed forecasting capabilities
- Support for multiple currencies

Why Top-Tier Companies Use RevPro

Visibility

- Accurate, consistent data for better decision-making
- Improves ability to analyze and forecast revenue
- Increases investor confidence

Efficiency

- Reduces time needed for period-end close process
- Decreases risk of errors through lower reliance on spreadsheets and manual processes
- Make audit preparation smoother and faster, also saving audit fees
- Frees up resources for more meaningful analysis

Flexibility

- Intuitive and easy-to-use configurable rule sets
- Ability to integrate with any ERP but not co-dependent
- On-Cloud deployment makes it easy to start seeing improvements

Compliance & Controls

- Enables repeatable, auditable processes & controls
- Complete compliance with current GAAP/ASC 606

“We implemented RevPro close to two years ago and have improved our revenue tracking process significantly, spending about 50 percent less time booking revenue entries. We chose RevPro given their scale and ability to support SurveyMonkey as our business grows. Furthermore, the Leeyo team is incredibly responsive and treats us with urgency whenever we need support.”

Dharti Patel
SurveyMonkey

“As we grew, we couldn't continue to rely on spreadsheets to report revenue. That process was tedious, time-consuming, and not easy to scale. I knew we needed an automated revenue recognition and accounting solution that I could rely on; RevPro has been that solution and more.”

Tim Saunders
Tintri

About Leeyo Software

Leeyo Software was founded in 2009 by seasoned accounting and IT professionals to help equip powerful and effective revenue teams in any business, from emerging to global enterprises. With more than \$250 billion in revenue managed to date, Leeyo's mission remains to modernize a company's financial organization with 21st century work tools and to replace the spreadsheet as tool-of-choice for revenue recognition.

Leeyo's expert and experienced implementation team ensures your solution, regardless of complexity, is functional, fully integrated with existing systems and capable of meeting your business needs. Leeyo provides customers with email and telephone support 24x7x365.

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