Revenue Management

The smart, easy way to manage revenue

Revenue management gets challenging when you need to account for multiple revenue types such as subscriptions, licenses, and professional services. Can you **integrate the various workflows and data**? Or **accurately forecast revenues, renewals, and more**? Many on-premises accounting solutions can't handle such complex scenarios—and using manual calculations and spreadsheets only invites human errors that can lead to revenue leakage and incorrect financial statements. **Time to turn to Intacct Revenue Management.**

Key benefits

Connect workflows

Get timely and accurate revenue processes, billing, and contract renewals—and decisions based on numbers that are up to date and in sync. How? With Intacct Revenue Management, which receives data directly from your business systems, including Salesforce Sales Cloud.
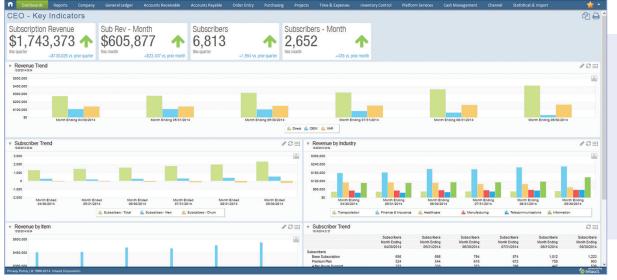
Automate for efficiency and accuracy

Save time and minimize errors by automating even the most complex revenue recognition processes— from updating revenue recognition calculations to

generating billing schedules and managing changes. Intacct Revenue Management also ensures compliance with SEC, FASB, and Sarbanes-Oxley standards. And you won't have to touch a single spreadsheet.

Understand business drivers

Greater integration and accuracy produces information you can rely on to gain a better understanding of future revenues, projected renewals, deferred revenue, and more. Intacct Revenue Management best-in-class reporting delivers the insight you need for excellent forecasting and decision making.

Use dashboards to bring real-time revenue metrics front and center.

Key features

Revenue management

Flexible revenue recognition: Comply with the latest multi-element revenue recognition guidelines based on your choice of allocation methods such as vendor-specific objective evidence (VSOE), third-party evidence (TPE), and estimated selling price (ESP).

Automatic journal entries: Automatically post auditable, accurate journal entries based on a forward-looking revenue recognition schedule, or post manually after review and approval.

Modifications and add-ons: Hold, resume, cancel, and recalculate scheduled revenue entries and project milestones for better control, and streamline the renewal process with flexible subscription and license changes, add-ons, and co-terminations.

Multi-entity and multi-currency support: Grow with support for multiple entities, locations, and currencies.
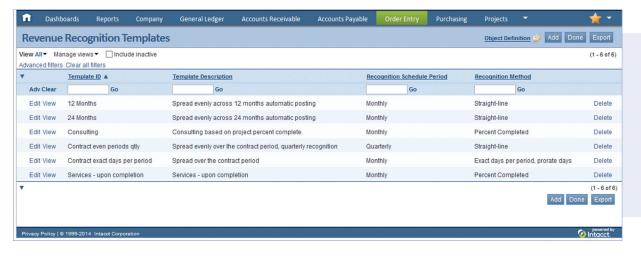
Salesforce Sales Cloud integration

Built-in integration: Seamlessly integrate finance and sales processes with Intacct-Salesforce Connector, the preconfigured Intacct connector to Salesforce Sales Cloud.

One-time data entry: Automatically trigger invoicing and revenue recognition in Intacct simply by entering an order in Salesforce.

Unified data: Know your product, price, and customer data is always up to date and in sync.

Code-free configuration: Easily automate your business's unique transactional flows from quote to cash—no coding required.

Easily defer revenue recognition on a line item basis with templates and rules.

Key features

Billing

Decoupled billing rules: Separate billing terms from revenue recognition requirements to match your business and cash flow needs.

Automated, customizable bill generation: Automatically generate bills using customer-specific rules and customizable formatting; you can also consolidate multiple products and services into a single bill.

Project billing: Connect project accounting to billing using timesheets and completed milestones, fully integrated into a single financial system of record.

Subscriptions and renewals

Subscription management: Manage subscription revenues tied seamlessly to revenue accounting with integration to Zuora, where any subscription changes are reflected in your Intacct financials and metrics.

Renewal forecasts: See upcoming renewals and include contractually scheduled price markups or discounts.

Renewal alerts: Enable sales reps to proactively cross-sell and upsell the appropriate products and services.

Flexible pricing: Account for discounts by allocating them using the pro-rata or residual method available in the Advanced Revenue Recognition module; gain visibility into previously allocated transactions using pre-built reports.

Revenue tracking

Complete, flexible reporting: See future revenues, projected renewals, and total deferred revenue from multiple perspectives.

Revenue forecasts: Use real-time dashboards and reports to see the revenue and operating metrics impact of changes to products and pricing.

At-your-fingertips financial and operating data: Act faster and gain a competitive advantage by digging deeper to understand the true dynamics of your revenue by business driver.

Take the next step

Find out how Intacct best-in-class cloud financials streamline operations and provide real-time insights, boosting productivity and growth.

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Intacct

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