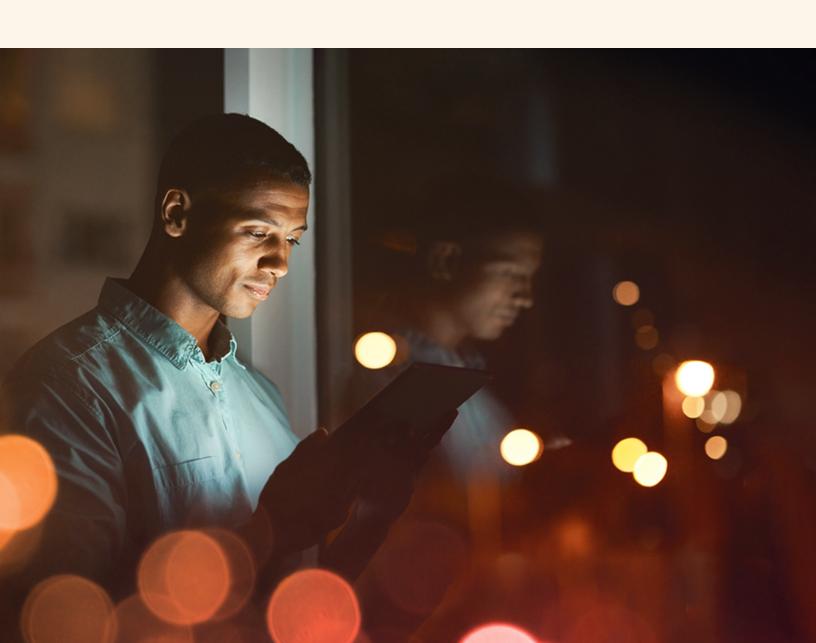**Aptitude**

Solution brochure

Revenue Management

A scalable SaaS platform to automate the revenue lifecycle and drive better business outcomes

Enjoy better results with complete revenue automation

There's something very satisfying about being able to track, manage and automate your end-to-end revenue processes seamlessly. From contract identification to compliance, our solutions enable your team to use data and analytics to predict upcoming opportunities and challenges.

By making your complex data easier to use, we can help you implement more profitable business models, offerings and product bundles. And we can even automate the necessary accounting, compliance and reporting processes to further boost efficiency.

We love solving your team's problems

Our software is made to solve a variety of issues that your revenue and finance teams are facing, including:

- Reporting and analysis being limited by siloed data and disparate source systems

- Increased complexity due to regulatory standards, multi-GAAP reporting and new business models

- Productivity issues caused by resource pressure and shortage of talent

- Outdated solutions that are hampering business agility

A clear look at a complex market

To truly understand the issues in one business, it's important to look at the challenges facing the wider industry.

- **48% of recurring revenue businesses are struggling**
  Almost half of all businesses with a recurring revenue model struggle to meet accounting and reporting challenges. **source: CFO**

- **80% of finance processes can be automated**
  This can free up 60-75% of your finance team's time. **source: Accenture**

- **Revenue team attrition is typically 30% or higher**
  This is significantly higher than average staff attrition rates.

Aptitude RevStream is the solution you've been waiting for

We're excited to tell you all about the benefits of our secure, scalable, and highly configurable platform, RevStream. This solution automates ASC 606 / IFRS 15 revenue recognition compliance and takes care of the end-to-end revenue lifecycle for you, enabling you to:

- Drive efficient, automated and continuous revenue recognition compliance

- Support business agility and react quickly to market challenges and opportunities

- Get business insights from a centralized, real-time finance data foundation

- Increase financial confidence and revenue quality through active monitoring of KPIs

- Reduce the time to financial close and the total cost of finance

- Support a shift to subscription business models

> **"**
>
> **Fewer journals and fewer manual tasks reduce business risks during month-end close, making it a much more seamless process. As soon as we close, the data is readily available, giving our revenue and FP&A teams an accurate, real-time platform for forecasting and planning.**
>
> **Declan O'Donoghue,**
> Senior Principal Analyst at Red Hat

A simple solution to a complex problem

RevStream takes a complicated mesh of data and turns it into clear actionable solutions that help your team achieve their goals. Here's a breakdown of how it works:

Transaction Hub

A powerful repository of contract, order and business events. This interfaces with existing source systems (like ERP, CRM, contract, billing and sales) to collect, aggregate and enable transactions for revenue recognition.

Revenue Arrangement Manager

This defines performance obligations and customer arrangements, and automatically tracks and manages contracts in accordance with ASC 606 and IFRS 15.

Standalone Selling Price (SSP) Engine

This automates historical transaction analysis and testing to determine SSP and support the processing of high transaction volumes.

Revenue Recognition Manager

This increases efficiency and reduces the risk of non-compliance by providing full automation of revenue and cost accounting through a highly configurable rules engine.

Revenue Reporting Platform

This leverages financially controlled, trusted, and rich operational and revenue data models.

Revenue Insights

A rich library of pre-packaged analytics that deliver valuable business insights to drive smarter decision making, accurate forecasting and real-time, strategic foresight.

Our exciting work with Excelitas

After a decade of rapid growth, Excelitas needed automated revenue accounting and compliance that broadly enabled finance transformation and supported their desire to continue to scale through acquisition.

RevStream was everything they needed and more. It gave them flexibility to evolve the solution as the business continued to grow, and also address upstream data quality issues when required. It had a huge impact on their business, enabling them to:

- Reduce revenue recognition accounting from 6-8 weeks to near real-time

- Transition from a fully manual, error-prone process to full automation

- Reduce the risk of limited people having knowledge of the process

- Grow through organic growth and M&A

- Align with their wider finance transformation and digitalization process

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With RevStream, I have a high degree of confidence and pride in our ability to meet all the high-level objectives which our CFO has assigned to us - including meeting requirements around velocity, scalability, and productivity. We couldn't do that unless we had the right tool.

Amit Shah, CIO, Excelitas

EXCELITAS
TECHNOLOGIES

Other projects we're proud of

Being able to make such a positive impact on businesses is why we love what we do. Here are just a few of the organizations we're working with successfully:

MyRepublic

MyRepublic
MyRepublic selected Aptitude to help them comply with IFRS 15, prepare for an IPO and provide the finance team with improved access to data, analytics, and dashboards.

intersect
ENT

**Intersect ENT
(A subsidiary of Medtronic)**
IntersectENT selected Aptitude to automate revenue recognition & lease accounting compliance with a solution that also supports the scaling of new bundled offerings.

AXON

Axon
As part of a larger transformation to improve data integrity and infrastructure, Aptitude implemented a configurable solution that gave the finance team more control.

See how RevStream can unlock new possibilities for your business

To find out more or request a free demonstration visit aptitudesoftware.com or email info@aptitudesoftware.com

Aptitude