Aptitude™
SOFTWARE

Aptitude Software Solutions for TMT & Advanced Industries

CFO solutions for
TMT and advanced industries

CFOs in the TMT (technology, media and telecoms) space as well as those in areas like high-tech manufacturing, medical devices, and internet of things (IOT) are looking to drive digitization and technology initiatives motivated by the global pandemic, the need for business agility, and the success of digital transformation outside of finance.

For finance teams, this means addressing ever increasing volumes of data and finding ways to analyze and feed that data back to decision makers in the form of insights and real-time reporting. The migration to cloud will continue, accelerated by Covid and existing market trends. Finally, CFOs will look to drive greater efficiency, control, and automation within the finance department – including around how they are addressing the now-effective leasing and revenue recognition standards that significantly impacted these industries.

As the experts in the intersection of finance and technology, Aptitude Software offers a portfolio of solutions purpose-built to support CFOs as they address complex regulations, drive finance automation, accelerate cloud migrations, and digitally transform the finance department to meet the evolving needs of the business.

What does strategic compliance and finance transformation really mean for TMT and Advanced industries?

- Supporting the automation of regulatory compliance with IFRS 16/ASC 842 and IFRS 15/ASC 606 (or both) and ensuring additional value is delivered to the business

- Efficient and automated generation of all required disclosure reporting and the ability to explain accounting compliance approaches and decision impacts to auditors and other stakeholders

- Automating SSP allocation and debundling and supporting deal desk, cost/margin analysis and more

- Providing a configurable reporting module with the ability to create custom reports and dashboards around revenue billing, bookings, etc.

- Putting finance in control of solution configurability and allowing them to address new use cases with out of the box functionality and without involving IT, allowing them to bring products to market, faster

- Supporting revenue and accounting automation to reduce reporting timescales, decommission legacy systems, and reduce manual journal entities and accounting rules

- Supporting a cloud general ledger migration

Aptitude Software
product portfolio for TMT and advanced industries

STRATEGIC COMPLIANCE

Aptitude
RevStream (AREV)

Aptitude
Revenue Recognition Engine (ARRE)

Aptitude
Lease Accounting Engine (ALAE)

FINANCE AUTOMATION, TRANSFORMATION AND CLOUD MIGRATION

Aptitude
Accounting Hub (AAH)

Aptitude
Calculate (AC)

Aptitude
RevStream (AREV)

Drive strategic
compliance

The new regulatory standards for leasing and revenue recognition are now in effect but many organizations are revisiting how to further automate processes and reporting and drive greater business value.

Aptitude RevStream (AREV): AREV is a SaaS-based, revenue management solution. It provides continuous ASC 606 / IFRS 15 compliance and the controls required to ensure accurate and automated regulatory reporting. In addition to automating compliance, AREV provides end to end automation across the revenue lifecycle to reduce risk, increase efficiency, drive business growth, and easily monitor key KPIs to drive strategic decision making. AREV can easily integrate with the Aptitude Lease Accounting Engine to address the interplay between revenue recognition and leasing compliance standards that is reality for many companies in the TMT and Advanced Industries space.

Aptitude Revenue Recognition Engine (ARRE): ARRE is the preferred revenue recognition solution for telecommunications organizations and used by some of the largest telecoms in the world. ARRE is capable of handling high contract and data volumes and goes beyond IFRS 15 / ASC 606 compliance to ensure the business has complete control over revenue recognition. This gives organizations control over the financial impact of their commercial propositions as well as new and valuable insights into the business.

Aptitude Lease Accounting Engine (ALAE): ALAE enables compliance with the leasing standards and covers the most complex lease accounting scenarios for both lessees and lessors. While the compliance deadline for IFRS 16 and ASC 842 has passed, many large global organizations are revisiting lease accounting solutions to increase automation, efficiency, and provide better data and insights around lease portfolios. ALAE can easily integrate with Aptitude RevStream to address the interplay between revenue recognition and leasing compliance standards that is reality for many companies in the TMT and Advanced Industries space.

"A constant challenge for Red Hat is accommodating change in both business models and product portfolios. AREV is highly configurable and we are reassured knowing that we can easily adapt to changes and incorporate additional configurations to help with the transition and accommodate new business models."

Declan O'Donoghue, Senior Principal Analyst at Red Hat

Finance automation, transformation **and cloud migration**

Companies in the TMT & Advanced Industries space continue to pursue automation, transformation, and cloud initiatives within the finance department, driven by a number of factors. These include the need to support new technologies like AI and IOT, a desire for faster data analysis to support real-time decision making, and greater autonomy and transparency across finance systems and operations.

Aptitude Accounting Hub (AAH): AAH is a finance management solution for organizations looking to modernize and simplify their finance department through centralized and fully automated finance, accounting, and reporting. AAH supports smart compliance, finance control, business agility, operational efficiency, and strategic foresight. It creates a single, trusted version of finance data that can be used to improve analytics and forecasting. AAH is available in multiple deployment models including SaaS, private cloud or on-premise.

Aptitude Calculate (AC): Aptitude Calculate is a scalable, standalone multi-purpose finance calculations tool and allocations engine. It empowers finance business users to perform complex and multi-dimensional calculations, conversions and allocations based on high volumes of transactional and operational data feeds from multiple source systems. Its multiple use cases include allocation of back office cost to front office, revenue transfer Pricing, tax calculations, automation of allocation methodology application for multi-GAAP reporting and more.

Aptitude RevStream (AREV): In addition to supporting IFRS 15 / ASC 606 compliance, Aptitude RevStream drives finance automation and supports better and faster business insights. RevStream provides a single source of trusted revenue, contract and accounting data that can serve as the foundation for analytics. Actively and effectively managing revenue at every stage of the lifecycle means a better understand of revenue quality, blockers and triggers and a chance to drive additional value and revenue growth for the business.

Why **Aptitude Software**

Aptitude Software's vision is to empower finance communities to transform business with smart compliance, operational intelligence, control, and strategic foresight.

We understand finance

Aptitude Software is dedicated to developing finance management software. Aptitude solutions are designed by finance experts who speak the language and understand the challenges today's CFO faces.

Regulatory compliance expertise

Aptitude Software has been delivering finance solutions to address regulatory compliance needs for over 20 years. We have deep, specific expertise in IFRS 17, IFRS 16/ASC 842, IFRS 15/ASC 606, IFRS 9 and LDTI.

Low risk and speed of deployment

Aptitude's solutions come pre-packaged with IP-rich, industry-specific project accelerators such as finance templates, pre-defined business event data models, and disclosure templates. The accelerators are continually enhanced as best practices are captured by Aptitude's Centre of Excellence (CoE). This enables efficient implementation, reduced risk, and faster time to benefit.

Our delivery team is made up of over 120 consultants located across the globe with deep technical and finance expertise. Together with a vast, global partner network of certified specialists and our Centre of Excellence providing guidance and oversight on projects, Aptitude's delivery teams have implemented over 75 instances of our solutions across four continents.

Proven enterprise scalability and performance

Aptitude Software has proven expertise in delivering solutions for small and mid-size businesses to global organizations. Our solutions easily scale to match the size of the business.

Future ready solutions

Aptitude is 100% committed to the ongoing development of finance management solutions built on modern IT architectures. This gives organizations the ability to embrace emerging innovative technologies with the agility to respond to fast changing regulatory and market challenges and opportunities. Aptitude is continually evolving its products, skills, and delivery processes, and invests 34% (2019) of software revenue into research and development.

Strong pedigree

Aptitude Software has an enviable global customer base with combined revenues approaching $1 trillion. Aptitude has a strong, proven track record across industries with specific, in-depth domain expertise in Financial Services (Insurance and Banking), Telecoms, Media, and Technology and has been helping companies with their digital finance journey for over 20 years.

What clients are saying about our solution:

Aptitude SOFTWARE

> *During the solution evaluation stage, Aptitude stood out as a vendor who had significant experience handling complex, global projects. The implementation plan they shared with us and their comfort with our high lease and entity volumes gave us confidence that we could achieve compliance despite our very tight schedule.*

Kasper Fangel, Head of Group Finance at ISS

> *The Accounting Hub has such immense power, controls and scalability. Once we start seeing nearly 75% more subscribers coming into it [as a result of the Sprint integration] we know that it can handle that type of volume and that level of revenue. And I would say the business is excited about the level of insights and data that we are able to provide because we are processing at such a granular level of information. And not just have accounting insights but around the lifecycle events of a customer - when they sign up, when they migrate, when they upgrade, when they add loans. All those different components become rich and accessible within the Accounting Hub."*

Nathan Smith, Director, Product & Technology, T-Mobile

> *I think the fact that we're all in the same platform, now we all have access to the same data and can see the information a little easier. People are really enjoying the UI and the additional reporting capabilities that we have with the different data elements that we're feeding into the one tool instead of trying to combine things across multiple platforms."*

Jenn Anderson, Red Hat

To learn more contact a member of our team via the contact us form or email us at
info@aptitudesoftware.com

https://www.aptitudesoftware.com/product/request-a-demo/

Aptitude Software provides software solutions that enable finance professionals to run their global businesses, forecast decision outcomes, and comply with complex regulations. Uniquely combining deep finance expertise and IP rich technology, Aptitude gives finance leaders the tools they need to transform their business and achieve their ambitions.

Aptitude is proud to have served the offices of finance for over 20 years, delivering financial control and insight to create a world of financial confidence for our global clients.

Aptitude Software supports businesses with combined revenues approaching $1 trillion and over 500 million end customers. Headquartered in London, Aptitude Software is an operating company of Aptitude Software Group plc.

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