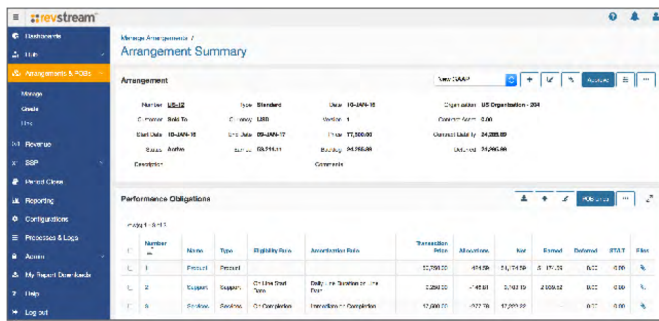




# Aptitude RevStream Revenue Arrangement Manager

Manage and track your contracts with customers in a dynamic revenue application that allows you to define performance obligations and arrangements with your customers to comply with ASC 606 and IFRS 15 guidance.



The screenshot shows the 'Arrangement Summary' page in the Aptitude RevStream application. It displays key contract details such as Contract ID, Contract Type, Contract Date, and Contract Value. Below this, a 'Performance Obligations' table is visible, listing various obligations with columns for Member, Status, Type, Eligibility Rule, Arrangement Rule, Transaction Price, Amount, Not, Earned, Deferred, and EBIT. The table includes data for multiple obligations, such as those related to 'Product' and 'Service'.

## OVERVIEW

Aptitude RevStream Revenue Arrangement Manager provides advanced arrangement management to the industry's leading enterprise revenue lifecycle management platform. Aptitude RevStream provides the ability for a revenue team to proactively establish the customer contract in Aptitude RevStream, removing the limitations inherent in commercial contract, ERP, and order-to-cash systems.

## KEY FEATURES

### 360° View of Arrangements

Aptitude RevStream's arrangement summary provides all relevant aspects of a revenue arrangement. Contract information, performance obligations, revenue lines, and accounting schedules are available for review on a single page without unnecessary navigation to obtain the data you need. Analyze balances and history for transaction price, deferred revenue, earned revenue, backlog, and contract asset and liabilities by reporting method for the lifecycle of the arrangement.

### Proactive Arrangement Creation

Allow your revenue team to position themselves upstream in the sales cycle and free them from the dreadful period end crush. Upon contract execution with a customer, immediately define the contract in Aptitude RevStream as an arrangement and establish performance obligations and default revenue rules. Configure arrangement assignment rules to have Aptitude RevStream automatically associate sales orders, contracts, and other transactions to the arrangement once they are created in upstream systems and transferred to Aptitude RevStream.

### Rule Based Arrangement Creation

Create arrangements based on orders and contracts received from upstream systems using configurable rules to link transactions by any contract attribute and time threshold. Establish rules such as common PO number, common customer, and within a period for Aptitude RevStream to automatically establish an arrangement.

### Externally Established Arrangements and POBs

Aptitude RevStream will adopt externally established arrangements and POBs through its robust integration capabilities, allowing you to leverage investments in upstream systems to prepare for revenue lifecycle management processes and systems.

### Performance Obligations

Establish performance obligations through templates by arrangement type to automatically create performance obligations for an arrangement. Configure POB assignment rules to have Aptitude RevStream automatically associate lines to respective POBs based on any item, product, or line attribute transferred to Aptitude RevStream.

## KEY FEATURES

### Override Standard Revenue Rules

Aptitude RevStream manages your revenue policy, rules, and treatments to apply to contract lines. However, certain terms, conditions, and performance obligations may require exceptions to your policy. Configure overrides by performance obligation type, or directly on a performance obligation to manage exceptions.

### Line Splitting

A single line with a large quantity may need to be split across several performance obligations. This is a classic restriction from traditional order and fulfillment systems that are only concerned with delivering product to a location. De-bundle that set of products into their performance obligations to correctly allocate revenue and control release of revenue as the obligation is satisfied.

### Multiple/Dual Reporting Methods

Aptitude RevStream's reporting method functionality was the first in the marketplace to support the dual reporting requirement for EITF 08-01/ASU 2009-13. Reporting methods have been extended to performance obligations to allow for dual reporting, forecasting, statutory, offering modeling, and management reporting requirements. Apply different revenue accounting policies to a single set of contracts with customers and resulting performance obligations to support ASC 606 and IFRS 15 adoption.

### Contract Attachments

Attach supporting documents to the arrangement, transaction, or performance obligations in the Revenue Arrangement Manager for audit or reference purposes.

### Contract Changes

Initiate contract changes directly in the Revenue Arrangement Manager or via integration that affect the transaction price, performance obligations, or revenue policy after contract execution. Changes are automatically applied in Aptitude RevStream's Revenue Recognition Manager to allow for revenue policy re-application and prospective and retrospective changes. History of changes and versioning is managed within Aptitude RevStream to provide a complete picture of contract history.

### Holds and Approvals

Apply holds at the arrangement or performance obligation levels to hold revenue recognition. Aptitude RevStream can automatically apply holds based on configurable rules to support situations such as beta products, credit holds, or other reasons for extended revenue deferral. Arrangements must be approved prior to transferring to your general ledger system, and configurable amount thresholds allow for Aptitude RevStream to automatically approve arrangements, or approvals may be controlled by user role and organization in Aptitude RevStream.

### Robust Integration Options

Aptitude RevStream provides connectors to many commercial applications, as well as providing RESTful Web APIs, flat file, and CSV browser uploads to allow for rapid integration and adoption. Aptitude RevStream's Revenue Arrangement Manager accepts data transferred into the Aptitude RevStream Transaction Hub and can create arrangements and performance obligations if they have been established in external systems. Arrangements and POBs are also updated if additional changes or additions occur to the contracts with full versioning and audit history.

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