



Ayara Revenue Cloud: RevRec



Fact Sheet



Automated Revenue Recognition: Ayara's POV

Revenue management, controls, and compliance are critical for any company because they help ensure the accuracy of financial reporting and compliance with accounting standards. These three critical factors also improve decision-making, eliminate the risk of financial misstatements or fraud, and preserve investor confidence, which is essential for growth. By leveraging advanced Artificial Intelligence (AI) capabilities, this solution automates revenue recognition tasks, allowing organizations to accurately measure and report revenue impacts from customer contracts, billings, and revenue recognition events. Automating key tasks and controls around the Revenue Recognition (RevRec) process is essential for ensuring efficiency, accuracy, and consistency at scale while maintaining audibility.

Ayara RevRec - Overview

Ayara's comprehensive Revenue Recognition solution is a powerhouse of features that ensures compliance with global standards (ASC 606/IFRS15) while seamlessly integrating with your CRM & ERP systems. Unlock the power to accurately measure and report revenue impacts across diverse monetization models, effortlessly adapting to changes in contract lifecycles (cross/upsells, terminations, swaps, etc.). Ayara simplifies revenue management by automating tasks, yet offers the flexibility for manual review, empowering your team to make informed revenue judgments with confidence.

- ✓ **AI driven Contract Analysis:** Ayara's AI identifies revenue events and assigns revenue to obligations as per ASC 606/IFRS 15.
- ✓ **Dynamic Revenue Scheduling:** Ayara supports various scheduling methods and adjusts to contract changes.
- ✓ **Automated Compliance:** Ayara automates compliance checks, minimizes errors, and ensures adherence to standards.
- ✓ **Real-time Insights:** Advanced AI capabilities of Ayara offer instant insights, aiding data-driven decisions for revenue optimization.

Features



Standards-compliant (ASC606/IFRS15) Revenue Subledger integration with all major CPQ & Billing systems (Salesforce, Conga, Oracle, SAP, Netsuite etc.)



Fully configurable for a range of complex revenue policies resulting from diverse products and monetization models



Automates most revenue compliance and controls while allowing financial judgments to be applied to customer contracts



Robust reconciliations to ensure data accuracy automates revenue reporting and key financial statement disclosures



Key Challenges



Disconnect between Forecast to Actual Revenue



Unable to scale due to manual revenue recognition tasks



Increased complexities due to changes in products and/or monetization models



Inconsistencies in Revenue Policy application for customer contracts



Revenue restatements, delayed revenue results, & high compliance risks



Lack of timely revenue information for various decision makers

Ayara's Capabilities

Ayara's features enable easily configurable rules that manage various aspects of the revenue recognition and reporting process for a company. Ayara's customers get a single source of truth for all their enterprise revenue, whether their transactional sources are all on one platform or not. Ayara also integrates with other revenue data sources, resulting in a unified enterprise-level revenue subledger.

- ✓ Flexible Contract Identification and Grouping Rules
- ✓ Automated and manual revenue holds & manage variable considerations
- ✓ Powerful, extensible Standalone Selling Price (SSP) engine
- ✓ Seamless integration with multiple ERP systems for general ledger sync
- ✓ Supports multiple revenue scheduling methods (Immediate, Ratable, Event-based)
- ✓ AI-based predictive forecast for future revenue streams (including usage)
- ✓ Rule-based treatment for various amendments during the contract lifecycle
- ✓ Fully automated reconciliations and 10Q/10K disclosures

Why Ayara/Benefits

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90%

shorter revenue close cycle



75%

reduction in manual revenue tasks



100%

automated reporting and audit compliance

- ✓ **Accurate:** Automate revenue processes to achieve unmatched accuracy, eliminating the risk associated with manual spreadsheets
- ✓ **Efficient:** Automation streamlines RevRec tasks, cuts manual work, speeds up close cycles, and enables strategic partnership across BUs
- ✓ **Compliant:** Shortened audit timelines and reduced compliance risks and misstatements of sensitive financial results
- ✓ **Informed:** Real-time insights across the organization enable data-driven decisions and optimize revenue performance
- ✓ **Scalable:** AI-driven automation to future-proofs business for all revenue model and/or regulatory requirement changes

Connect with us to know how Ayara is a future-ready solution transforming revenue operations and revenue recognition.

