



# **SOFTTRAX** Revenue Management System

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The world's most sophisticated support for subscription, consumption and usage, one-time and milestone billing, renewal management, and revenue recognition, all in a single multi-tenant cloud application.

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# THE SOFTRAX REVENUE MANAGEMENT SYSTEM

The task of managing revenue is fundamental to the successful operation of any company. Recent events have shaken the back-office infrastructure supporting these processes. Companies are leveraging new consumption and recurring billing models to optimally monetize relationships with their clients. Many have requirements to properly manage the renewal of contracts with existing customers. Simultaneously, companies grapple with new revenue recognition complexity under ASC 606 / IFRS 15 guidance. A lax enforcement environment seems to be ending.

No ERP platform vendor has been able to keep pace with these changes, and ASC 606 breaks the fundamental architecture of most ERP systems. Revenue Recognition is no longer triggered from the generation of the invoice but is instead dependent on the five steps of the ASC 606 standard and the customer contract. In addition, ASC 606 has added complexities when applied to the subscription and consumption bill models that have grown in popularity.

Meeting the requirements of ASC 606 for revenue recognition and billing has led ERP platform vendors to release expensive, loosely integrated modules to handle revenue accounting, removing their ability to provide detailed insight across billing and revenue recognition. Companies have been forced to supplement existing infrastructure with risky spreadsheets, expensive customizations, and other manual workaround processes. Customizations are not easily done in the context of a multi-tenant cloud. Nor should companies embrace them, as they typically fall outside vendor QA test automation strategies and are therefore a stability risk. The customization of platform ERP to handle complexity worked in the past, but at extreme cost due to the vendor and version lock-in it created. Forrester has recently articulated that it has become important, in the context of subscription and consumption bill models, to move revenue accounting closer to CRM.

These events create a need for a third processing level sitting between CRM/CPQ and core ERP that is dedicated to the task of revenue management. Options exist but require deployment of multiple applications often created through acquisition and lacking real integration. Companies crave a single, simple solution to automate revenue management.

This solution has arrived in the context of the SOFTRAX Revenue Management System (RMS).



SOFTRAX pioneered management of complex milestone billing, contract renewal management, and revenue recognition in 1999 with its award-winning Operations product. SOFTRAX was the first to release support for complex subscription and consumption billing in 2005 with its Contrax product. We are proud to count Infor, 3M Healthcare, AEG, Tyler Technologies, State Street Bank, and many others in our family of clients.

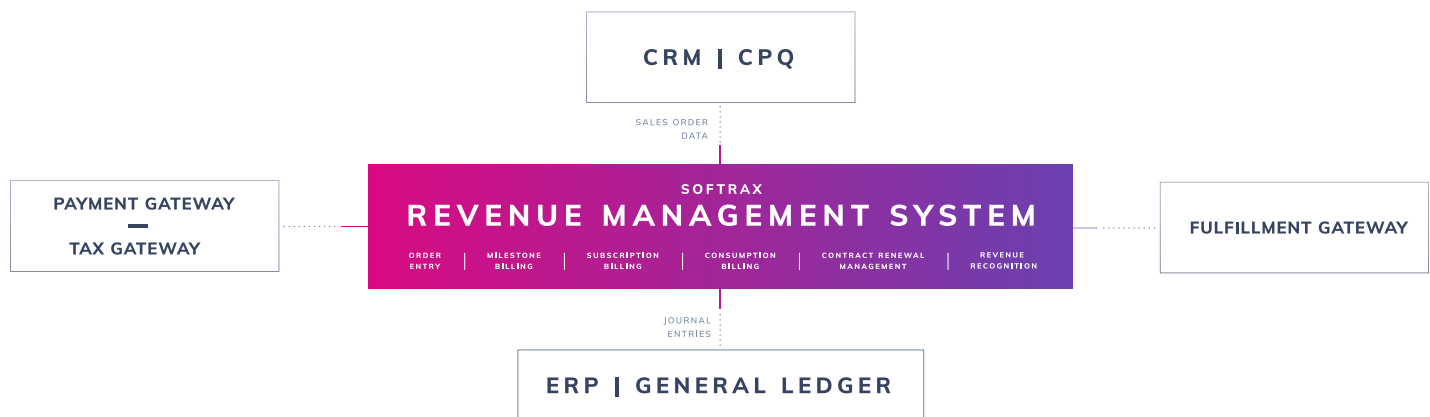
SOFTRAX RMS is the next evolution in our history providing the world's first single, multi-tenant cloud application solution capable of handling order entry; billing,

including one-time, milestone, usage and consumption-based, and subscription; contract and subscription renewal management; and revenue recognition at both scale and complexity. It acts as a seamless bolt-on to over 200 existing ERP systems. It is designed from the ground up to be used by companies ranging

from SMB to Fortune 500. Meaning once installed, you never have to replace it regardless of changes to systems surrounding it, including core ERP. SOFTRAX RMS is designed with Financial Transformation and Continuous Accounting principles in mind to maximize automation of the revenue management process.

As a multi-tenant cloud solution, SOFTRAX RMS is deployed through a continuous release process, ensuring new, value-add functionality is delivered to clients in a highly efficient and timely manner. No longer are companies stuck on dated versions of their infrastructure, replete with costly customizations that can't be removed. Due to the high compute efficiency of the multi-tenant cloud model, SOFTRAX RMS is priced below options provided by ERP vendors.

SOFTRAX RMS incorporates a strong partner ecosystem, with gateways and pre-packaged integrations to many of the applications required to handle payment processing, tax, exchange rates, and fulfillment that impact both billing and revenue recognition processes.



SOFTRAX RMS is a single application consisting of two separately priced functional components. SOFTRAX Billing Manager includes order entry, multi-form billing (one-time, milestone, subscription, consumption), and contract renewal management. SOFTRAX Revenue Manager automates revenue recognition in alignment with ASC 606 / IFRS 15. SOFTRAX RMS can be deployed as a single system. Alternatively, Billing Manager or Revenue Manager can be deployed in isolation specifically to handle revenue recognition needs.

## POLICY-BASED PROCESSING

SOFTRAX RMS was designed from the ground up to change how accuracy is managed within revenue accounting processes. The system is designed to enable high automation, even in the context of high complexity (both billing and revenue recognition). The paradigm is changed to a touchless approach, where the majority of the work is performed by policy, automated through the inherent policy engine. This ensures processing of revenue in the context of an auditable, systematized approach with strong security and controls. The benefits of removing human touch can be transformational:

- Elimination of opportunity for human error
- Highest agility in handling a changing business
- Highest automation in processing
- Highest quality in financials
- Significantly shortened close periods
- Faster internal and external audit

## SOFTRAX BILLING MANAGER

As companies migrate to recurring revenue models, many find the need for a powerful and perfectly integrated billing solution to handle the transition. SOFTRAX Billing Manager supports one-time, milestone, consumption / usage-based as well as subscription billing, and contract renewal arrangements that exist for many companies.

SOFTRAX Billing Manager is the only complex billing management solution that is part of a cohesive revenue management platform. Billing Manager works in unison with Revenue Manager revenue recognition automation to provide transparency across billing and revenue recognition processing, for example to understand the progress against a milestone schedule that has led to a current contract asset/liability position in revenue recognition. Billing Manager automatically generates billing schedules and manages transactions over the life of a customer relationship, effortlessly processes, miscellaneous charges, and contract changes that occur during a billing cycle.

*[\\*See the SOFTRAX Billing Manager data sheet for further detail on capabilities](#)*

## SOFTRAX REVENUE MANAGER

Due to sweeping changes brought about by ASC 606 / IFRS 15, many companies have found their existing financial systems are not equipped to handle revenue recognition in an automated fashion. SOFTRAX Revenue Manager enables companies to automate even the most complex aspects of revenue recognition. Revenue Manager works with existing systems to take in order, billing, and fulfillment data and perform GAAP and/or non-GAAP compliant revenue recognition operations in a streamlined fashion. No rip-and-replace or expensive customizations are necessary. Manual workarounds like Excel spreadsheets are made a thing of the past.

SOFTRAX Revenue Manager supports complex areas of the guidance such as unbundling, allocation, standalone selling price (SSP) determination and management, contract combination and modification, material rights, revaluation of variable consideration, significant financing and more.

*[\\*See the SOFTRAX Revenue Manager data sheet for further detail on capabilities](#)*

## GET THE RIGHT RESULTS FOR YOUR INVESTMENT

For over two decades, SOFTRAX has helped our customers to successfully streamline business processes and increase efficiency through automation.

Our customers have seen:

- Recurring revenue increase by **5%**
- Process efficiency ratings improve by **48%**
- Team productivity improve by **26%**
- A **15% to 65%** reduction in days sales outstanding
- Easier, reliable compliance and reporting



# SOFTRAX

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## Ready to Take Charge of Your Revenue Management Process?

SOFTRAX solution specialists are always on call. Please reach out to [sales@softrax.com](mailto:sales@softrax.com) or call us at +1 (617) 778-7320.

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