

AUTOMATING PERFORMANCE OBLIGATIONS IN A COMPLEX BUSINESS MODEL

CUSTOMER CASE STUDY FOR ASC 606

COMPANY PROFILE

COMPANY	BUSINESS MODEL	PRODUCTS SOLD
Global provider of cutting edge technology & publishing. Public, B2B & B2C, \$1.4B in revenue.	Transformed from a single point of sale (POS) delivery to SAAS, subscription & professional services.	Physical products, online testing & educational software, alongside professional services.

KEY BUSINESS DRIVERS

BUSINESS COMPLEXITY	SCALABILITY	INEFFICIENT REPORTING	CALCULATING SSP FOR ASC 606
Moving from a simple POS model to a bundled SAAS model complicates rev rec.	Revenue increasing from sales & acquisition. Adding spreadsheets to manage growth is unsustainable.	Need capable & competent method to view & compare reports - ASC 605 vs 606.	Unique products & customers. Difficult to quickly & accurately calculate standalone selling price (SSP).

HOW WE SOLVE IT

AUTOMATES BUNDLES	TRUE CLOUD	FAST REPORTING	SSP AUTOMATION
Automation of bundled revenue contracts that users can pause, drill down & adjust. Users control and define obligations & rules.	Cloud software scales with revenue as company grows. Updates available bi-annually with minimal disruption.	Dual reports (or customize more) from a drop down menu. Efficient, user-friendly flow to UI/UX. Takes seconds to flip between reports.	RevStream automatically calculates SSP using historical analysis & researching outliers. Also aids in SSP forecasting.