

MULTIPLE ELEMENT CONTRACTS IN TELECOM INDUSTRY

CUSTOMER CASE STUDY FOR ASC 606

COMPANY PROFILE

COMPANY	BUSINESS MODEL	PRODUCTS SOLD
Software & equipment supplier for the telecom industry. Private, B2B & B2C, \$500M in revenue.	Global leader in real time communications. SAAS model & traditional wholesale/retail model. Global customer base.	Hardware, software, services, warranties, training, & education.

KEY BUSINESS DRIVERS

INEFFICIENCY	ALIGNMENT	ASC 606	INTENSITY
Multiple upstream data sources require "back & forth" adjustments to produce revenue reports.	Highly manual extraction of lines from complex MEA bookings required in order to align with revenue policy.	Variable discounts by customer make it difficult to determine SSP for ASC 606.	POB requirement for their large volume of deferred revenue intensifies existing high touch environment.

HOW WE SOLVE IT

ERP CONNECTOR	COMPLIANCE	AUTOMATED SSP	EFFICIENCY
Data is centralized in RevStream as a single source of truth, via our Oracle ERP connector. No more back & forth.	Users set rules & POBs that trigger automated extraction of lines. Stop automation & analyze as needed.	SSP is produced from aggregate data extracted from contracts. Can then be stratified by user defined categories.	Revenue is automatically deferred by (user configured) POBs. Dramatically reduced manual interaction.