

Revenue Accounting Leader Solution Sheet

Recognize Revenue Accurately, Every Close

BillingPlatform automates revenue recognition against ASC 606 and IFRS 15, so revenue accounting leaders spend less time reconciling and more time on the numbers that matter.



THE CHALLENGE

Revenue recognition compliance shouldn't mean a spreadsheet marathon every close.

What revenue accounting leaders are measured on: ASC 606/IFRS 15 compliance, audit prep, and close accuracy.

- Multi-element arrangements and variable consideration can get worked out by hand and tracked on a side spreadsheet.
- A change in standards or internal policy can mean re-deriving revenue schedules from scratch.
- Answering an auditor's question about a specific transaction can mean reconstructing it instead of pulling it up.
- Closing can mean waiting on an export, a hand-off, or a reconciliation before you can even start.

CORE CAPABILITIES

Precision and efficiency for every revenue recognition cycle, built directly into the platform that generates the billing data in the first place.



Recognize Accurately, Price It Your Way

Automate compliant revenue recognition against ASC 606 and IFRS 15, with rules built for how your business actually sells.



One Report, Not Two Systems

Generate financial reports from billing and revenue data that already live in the same system.



Audits That Don't Eat Your Month

Give auditors real-time access and complete documentation, without a scramble to produce it.

WHAT IT MEANS FOR YOUR REVENUE ACCOUNTING TEAM

Make the Close a Process, Not a Fire Drill

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Handle a Complex Revenue Scenario Without a Side Spreadsheet
 Multi-element arrangements and variable consideration get recognized by the same rules engine as everything else, not worked out by hand and tracked separately.
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Answer the Auditor's Question Before They Finish Asking It:
 When an auditor wants to see how a specific transaction was recognized, you pull it up. You don't reconstruct it.
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Update the Rules, Not Rebuild Them, When Standards Change
 When a standard or an internal policy changes, you adjust the recognition rules in the platform instead of re-deriving your revenue schedules from scratch.
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Close Without Waiting on Someone Else's Data
 Revenue recognition runs off the same billing data as it's created, so you're not waiting on an export, a hand-off, or a reconciliation before you can start closing.

MORE THAN A BILLING ENGINE

BillingPlatform	Traditional Billing Engine
ASC 606 / IFRS 15 applied automatically — The 5-step model runs against every transaction, not a manual schedule.	Recognition can rely on manual schedules — Complex arrangements may still be tracked in spreadsheets outside the core system.
Billing and revenue recognition share one data set — Reports reconcile because they come from the same underlying transactions.	Billing and revenue recognition may be separate systems — Reconciling the two can mean explaining why they don't quite agree.
Audit trail on every change, automatically — Every transaction and modification is tracked and time-stamped without extra work.	Audit documentation can be a manual production — Pulling together what auditors need can mean a scramble before the review.
Recognition rules adapt with your business — Customize how revenue is recognized for your business model instead of forcing it into a generic template.	Rule changes may need a technical project — Adjusting recognition logic for a new scenario can require configuration work outside the accounting team's control.
Real-time recognition, not just at close — See revenue recognition as transactions happen, not only after the month ends.	Recognition may only be visible at close — Without real-time visibility, issues can surface only when it's time to close the books.
Recognition logic holds up under audit committee scrutiny — Complex judgment calls are documented and consistent, not dependent on one person's memory of why a decision was made.	Judgment calls can live in someone's head — Without a system of record for recognition decisions, institutional knowledge can walk out the door with the person who made the call.