

Manage critical revenue information and automate vital financial processes.

PRODUCT BRIEF

SOFRAX® Operations

Softrax® Operations unifies operational data to prevent revenue from falling through the cracks.

Softrax Operations is an enterprise solution designed specifically for companies with complex billing and revenue recognition processes. It houses all of a corporation's operational data in one tightly-integrated, highly efficient application and automates key accounting workflows throughout the entire revenue cycle.

By eliminating the manual, error-prone processes of maintaining information in multiple databases, spreadsheets and paper files, Softrax Operations delivers a robust foundation for compliance with accounting guidelines and Sarbanes-Oxley requirements. Companies using Softrax Operations increase productivity, improve cash flow and achieve greater transparency, enabling them to manage their businesses more successfully.

MANAGE WITH GREATER FLEXIBILITY AND VISIBILITY

No matter how complex the product and service offerings, Softrax Operations stores and tracks transactions with ease. Maintain multiple price books. Set up contacts within a multi-dimensional customer hierarchy. Create a broad range of license, subscription and usage-based contracts. Support programs and packaged assemblies. Drill down for details on any individual product, customer, or installation with ease and speed. All of these features are available to manage your business in the most efficient manner possible.

RECOGNIZE DEFERRED REVENUE CORRECTLY

Softrax Operations handles deferred revenue automatically, allocating maintenance contract fees, subscriptions, and even individual product component revenue according to whatever logic is specified. The result: Optimal revenue management processes that support compliance with AICPA, FASB, and SEC standards and guidance such as SOP 97-2, ASU 2009-13, and ASU 2009-14 to name a few.

COMPLETELY AUTOMATE YOUR BILLING PROCESSES

The powerful billing functionality in Softrax is highly flexible and comes integrated with contract management, price books, and core revenue management capabilities. Completely automate multiple billing methods—schedule milestone invoices, generate complex invoices, and easily apply revenue recognition guidelines for each. Customize invoices by account, location, project completion, and line item. Reconcile billing activity with revenue and create accurate reports and forecasts of cash flow and revenue recognition.

RENEWAL MANAGEMENT

Softrax provides a fully integrated and automated system for managing your existing customer relationships, especially maintenance contracts. Apply customized renewal rules by date, product, location, or customer. Automate pricing based on product-level contractual terms and resetting of contract coverage dates. Support co-terminus with full contract history. Implement multi-dimensional tiered pricing models, including contract maximums. Automatically create revenue schedules and generate renewal notices and invoices.

INCORPORATE MULTIPLE BUSINESS MODELS AND PROCESS COMPLEX FINANCIAL TRANSACTIONS

Softrax Operations excels at supporting rapidly evolving business models, with complex billing, order, and product configurations. Numerous combinations of billing, fulfillment, and revenue recognition scenarios are accommodated. The product configuration facility within Operations enables the addition, configuration and reconfiguration of products at any time. As your business develops and expands, Softrax Operations provides the infrastructure to support ongoing growth.



