



# SOFTTRAX ENTERPRISE

## Revenue Management Solutions



# Why SOFTRAX?

Today, businesses face an outright explosion in complexity. From new business and revenue models to growth, changing regulations, and growing audit risk, the challenges facing your ERP and accounting solutions only grow over time.

Are your core systems falling short of your business needs? SOFTRAX supports your infrastructures with accounting products that grow and evolve with your organization.

"Because SOFTRAX works alongside your existing systems, we were able to get up and running extremely quickly, even in an environment with multiple financial and ERP systems."

**DORIS SILVA**

Director of Revenue, Accellos

## We Augment Your Existing Infrastructure.

ERP and financial systems represent some of the most significant IT investments your company can make. But a growing organization, changing business models, and evolving accounting regulations create new challenges these platforms simply can't handle.

SOFTRAX solutions integrate with your existing ERP and financial systems. Because of our focus on complex order to cash and order to revenue processing, our solutions maintain the depth and breadth to return these critical business processes to a fully productized, compliant, and controlled environment.

## We Offer Expertise – and Experience.

Over two decades, businesses have used our solutions to augment their existing systems, optimize revenue, reduce operating expenses, streamline compliance, and gain unprecedented visibility into their business performance.

Our customers represent some of the most successful, innovative, and high-growth enterprises in the world, and rely directly on SOFTRAX products for business efficiency and peace of mind.



# About Us

SOFTRAX provides enterprise revenue software solutions that fundamentally change the way companies manage, analyze, report, and forecast their revenue.

## Contact



972-715-4028



[info@softrax.com](mailto:info@softrax.com)



[www.softrax.com](http://www.softrax.com)



# COMPLIANCE

New revenue recognition guidelines and sharpening scrutiny from regulatory bodies can be challenging for many companies. With SOFTRAX, you have the tools needed to improve your security and controls, reduce audit risks, and stay ahead of changing FASB, IASB, and SEC requirements.

## Improve Compliance with Fully Auditable Data.

- Support compliance with revenue recognition rules (SOP 97-2, 98-9, 81-1, VSOE, ASC 605-10-S99L (SAB 101 and 104), ASC 605-25 (EITF 08-1), and ASU 2014-09 / ASC 606 / IFRS 15)
- Provide a transactional audit trail for SOX 404 assertions
- Create a foundation for robust internal controls over revenue processes — a growing focus for SEC activities

## Prepare for ASC 606 and IFRS 15.

- Help your business prepare for dual-reporting requirements
- Leverage our improved tools for determining transaction price and allocations under the new guidance

## Secure Your Revenue Recognition Processes.

- Systematized revenue controls with continuous updates and documentation
- Easy access to revenue compliant data and internal control documentation
- Review the entire revenue process from initial quote, contract, or order all the way to final reporting
- Conduct detailed analysis on multiple levels: business unit, product line, market segment, contract type, account, and more
- Data presented according to your company's revenue policy

Prepare your business for new FASB, IASB and SEC requirements, including ASC 606.

## Work with a Trusted Name in Compliance.

- Leverage more than 15 years of revenue management experience from a company that has worked with industries on the leading edge of regulation
- Speed up your implementations with ERP-agnostic solutions designed to support your existing infrastructure
- Keep your organization ready for future change with products designed for evolving business landscapes
- Work with a company that is agile to meet your unique needs and offers an A-player team to help you address emerging issues

"Our audit process is now much easier. In the past, the auditors looked at our spreadsheets and questioned them. Now they look at the SOFTRAX reports and accept them as fact."

**JIM CROUGH**

VP of Finance, Harland  
Financial Solutions





# ORDER MANAGEMENT

Fully and effectively automating your order management process can be a challenge. SOFTRAX cuts the complexity by bringing together all of the necessary business components and data in a single order management application.

Our “set and forget” design ensures order information is accurately captured, then uses this data to manage downstream billing, contract and renewal management, and revenue recognition processing.

Effective order management is just a click away.

## Manage Orders, End to End.

- Full support for manual and automatic order generation
- Automatically handle full and partial back-orders, customer holds
- Automate billing and revenue recognition functions
- Easily capture critical installation and business information
- Fully integrated with accounts and receivable functions

## Quickly Set Up Offerings, Bundles, and Programs.

- Easily create bundles from individual SKUS with drag-and-drop
- Combine standard and virtual components (licenses, maintenance items)
- Define revenue for entire bundles or individual components
- Calculate pricing based on user options
- Change configurations even at order processing

## Define and Manage Your Pricing.

- Establish customer-specific pricing tables
- Create pricing based on line item attributes, including license types, number of users, and quantity
- Establish special pricing for pre-defined time periods
- Define multiple discount levels for SKUs, customers, and customer types
- Set up future pricing for upgrades and maintenance
- Create renewal schedules linked to contractual pricing tables

## Easily Handle Even Complex Orders.

- Track multiple orders under the same master agreement or contract
- Easily create a corporate hierarchy to distribute products purchased on a single order
- Define individual revenue recognition rules for each line item
- Manage complex delivery, shipping requirements

## Control Your Operations with Improved Reporting.

- Convenient access to sales summaries, analyses, and order details
- Quickly understand where and how products are being sold
- Easy visibility into support and licensing terms
- Track upgrade histories and user licenses by location to find upsell and cross-sell opportunities

"We are able to run with fewer people as a result of the investment we made in technology, specifically SOFTRAX."

**DAVID SOUDERS**

Controller of US Operations,  
Vastera



# BILLING

There are many factors that drive businesses to embrace recurring revenue. But a migration to subscription-based offerings can't happen overnight – to handle the transition, companies need a billing solution that provides powerful transactional and recurring processing.

SOFTRAX can offer the best of both worlds. Our billing solutions integrate customer and order management, contract information, and revenue recognition, delivering strong and flexible automation tools that streamline your most important financial processes.

The  
comprehensive  
solution for  
enterprise  
billing  
challenges.

## Automate Your Billing Process.

- ➔ Completely automate multiple billing methods
- ➔ Ease the transition from transaction-based to recurring revenue offerings — or keep supporting legacy customers
- ➔ Integrate your billing with contract management, price book, and core revenue management capabilities
- ➔ Keep billing activity synchronized with contract changes and amendments
- ➔ Automatically generate simple and complex billing schedules
- ➔ Setup schedules and milestone invoices across the life of a contract
- ➔ Easily handle multifaceted billing scenarios

## Tailor Your Billing to Your Customers.

- ➔ Choose from a variety of customizable formats for bill presentation
- ➔ Include one-time, perpetual, and renewable services as well as recurring charges in the same billing cycle
- ➔ Consolidate multiple recurring items into a single bill
- ➔ Automatically split bills across multiple bill-to addresses
- ➔ Manage, apply, and cancel prepayments to customer contracts, contract items



## Manage Your Milestone Billing.

- Create tailor-made billing schedules for your orders and contracts
- Define dates and amounts
- Delay invoices until certain dates or events occur
- Control when and where to recognize revenue from each invoice
- Ship, invoice, and recognize revenue in any sequence according to billing situation

## Integrate Sophisticated Pricing.

- Easy creation and management for pricing models
- Set up and apply tiered volume discounts
- Support variable pricing bands over contract lifetimes
- Control discount activity on individual services

## Get Powerful, Automatic Revenue Recognition.

- Reconcile billing activity with revenue
- Separate billing and revenue schedules
- Apply distinct revenue guidelines to each billing method
- Automate even complex revenue and deferred revenue calculations
- Support compliance with Sarbanes-Oxley, SEC, and FASB requirements

## Enjoy Better Insight Into Your Billing Process.

- Create accurate, timely reports and forecasts of cash flow, revenue recognition
- View detailed audit trails
- See how time-dependent pricing affects future account profitability
- Instantly drill down for details on individual products, customers, and installations

"The software's unique ability to manage our large and complex installed base, specifically to perform order processing, invoicing, and maintenance billing, was a major factor in our decision to license SOFTRAX."

**TED CHAPMAN**

Manager, Cincom



# CONTRACT AND RENEWALS MANAGEMENT

Contract renewals are a critical revenue source for many businesses. Yet many companies still rely on desktop tools and custom systems to manage their renewals, greatly increasing the risk of missed revenue.

SOFTRAX offers a fully integrated and automated solution, eliminating inefficiency, confusion, and risk while bringing renewals directly into your finance operations.

Automate your maintenance renewal process and optimize customer revenue.

## Optimize Renewals Throughout the Revenue Cycle.

- Customize renewal rules using a broad range of criteria — date, product, location, customer, and more
- Automate pricing based on contract terms and coverage dates
- Capture all maintenance information at order entry — no downstream reentry needed
- Automatically create revenue schedules, renewal notices, invoices
- Deferred revenue automatically posts to the general ledger each month

## Identify Upsell and Renewal Opportunities.

- See when a contract is up for renewal — and what was previously negotiated around that contract
- Create renewals using detailed account information, including multiple bill-to addresses and company hierarchy
- Automatically incorporate changes to the invoice into all appropriate general ledger accounts

## Streamline Renewals for Customers.

- ➔ Easily send timely invoices — early negotiations mean effective upselling
- ➔ Renewals always include current contract terms, including pre-negotiated changes in pricing and discounting
- ➔ Consolidate multiple renewal notices and simplify renewals with automated co-termination
- ➔ Maintain global maintenance contracts for multinational companies with international business units

## Integrate Contract Data with Your Accounting Processes.

- ➔ Simplify administration and accounting for multi-element contracts
- ➔ Facilitate complex billing
- ➔ Support compliance with Sarbanes-Oxley, SEC and FASB guidelines

## Put an End to Revenue Leaks With Better Visibility.

- ➔ Quickly get data needed for timely renewals and maximize your uptick potential
- ➔ Instantly access detailed historical and future views of deferred and recognized revenue streams
- ➔ Improved insight into renewal revenue: follow new dollars added, churn, and total renewal base
- ➔ Track the status of each renewal as it moves through the process

"SOFTTRAX maintenance renewal capabilities may have saved the company nearly a million dollars."

**BRUCE MARTIN**

Director of Financial Systems, Aperture



# REVENUE RECOGNITION

Revenue recognition and accounting are more complex than ever, and auditors now examine financial records in even finer detail, even as the financial systems companies rely on struggle to keep up with their users' evolving revenue needs.

Whatever your challenge is, SOFTRAX can help. Regain control with the industry's leading revenue automation solution and easily manage all of your revenue recognition needs, including complex allocations, deferred revenue, fair value determination, and more — without the need for spreadsheets or custom code.

In-depth  
revenue  
recognition  
tools from  
the experts.

## Apply Your Revenue Policies on an Enterprise Level.

- Support multiple business models with bundled revenue streams, including: product, maintenance, subscription, transaction, usage, and services
- Recognize revenue based on dates, events, or percentage complete
- Automatically create schedules based on product and order type or revenue compliance rules
- Easily manage multiple entities and currencies, multi-step allocations, unbilled revenue, and complex fair value calculations

## Automate Even Complex Revenue Calculations.

- Automatically establish a standard methodology for recognition rules
- Automatically recast revenue distributions based on groups of line items
- Automatically bundle revenue transactions for processing and reporting
- Use templating technology to set up automated allocation rules
- Manage revenue according to the percentage-of-completion recognition method

## Automate Your Schedules.

- Create automated amortization schedules using a variety of recognition types
- Support multiple revenue accrual methods
- Set conditions for when and how revenue can be recognized
- Automatically apply recasts and true-ups
- Pause and resume revenue recognition as needed

## Gain Control Over Your Deferred Revenues.

- Automatically create deferred revenue schedules based on product type, order type, revenue compliance rules
- Automatically move revenue from deferred to recognized accounts per your business rules
- Built-in logic addresses product, maintenance, services and bundled revenues
- Manage your schedules with hold codes and flexible recast options

## Fast, Flexible and Comprehensive Reporting.

- Customizable dashboards and graphical reports
- Revenue recognized, on-hold, and scheduled for release can be reported in aggregate, over time (month by month)
- Break revenue information down by data elements such as business unit, product, and customer
- Identify and monitor expected recognition of revenue at risk
- Immediately review revenue impacts from percent complete values

## Unrivalled Compliance and Audit Support.

- Systematized revenue controls with continuous updates and documentation
- Easy access to revenue compliant data and internal control documentation
- Review the entire revenue process from initial quote, contract, or order all the way to final reporting
- Conduct detailed analysis on multiple levels: business unit, product line, market segment, contract type, account, and more
- Data is presented according to your company's revenue policy

"By deploying SOFTRAX, we simultaneously increase not only security and controls, but also our efficiency and scalability as an organization."

**JILLIAN SHEEHAN**

CFO, Textura



# REPORTING AND REVENUE VISIBILITY

With hundreds of reports and data views available through our solutions, SOFTRAX makes it easier than ever for accountants, auditors, and executives to get visibility into past, current and future business performance.

Actionable,  
comprehensive  
data for  
compliance  
and decision-  
making.

## Visualize Future Revenue Trends.

- Generate comprehensive revenue forecasts based on company, customer, product, or pricing
- Use revenue schedules to forecast deferred revenues month-to-month
- Create “what-if” scenarios to establish projected subscription and renewal revenue
- Combine scenarios to create complex forecasts

## Get Executive Summaries for Tactical Decisions.

- Aggregate customer orders, maintenance and invoices past due
- Enable quick decision-making with installed base information
- Customize executive home pages to “push” critical data out to individual managers

## Build Highly Customizable Reports the Easy Way.

- Create complex, revenue-centric data views without tying up technical or development resources
- Customize fields and reports with a simple drag and drop interface
- Easy drill down: just click on individual graphical elements
- Full audit trails allow for improved compliance and auditing

“SOFTRAX has really improved the way we are able to manage because we have so much more visibility now into our business.”

**ANNETTE KOVAMEES**

Senior Accounting Manager, Taxware



# Ready to Learn More?

Take a free online product tour  
and see our solutions in action.

**GET STARTED >**

