RevStream Case Study: LANDESK

>>> LANDESK

LANDESK empowers people and IT organizations to serve and secure all types of users on multiple devices, using an end-to-end IT service management solution

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*With RevStream, everything is so much more **intuitive** than something like a big bulky ERP, I'm able to give [management] **answers**, much more **quickly** - sometimes in the same day!*

"

Dave Peterson
Revenue Recognition Manger, LANDESK

COMPANY

LANDESK is the leader in user-centered IT solutions, designed to maximize user productivity while reducing associated IT complexities, risks, and costs to the business.

BUSINESS CASE

They were on a mission to find a solution that could provide them with more insights and analytics in their reporting than what they were currently getting from SAP.

SOLUTION

RevStream's high level of con-figurability enabled LANDESK to easily create custom reports quickly and more accurately.

RESULT

Since going live with RevStream, LANDESK has significantly improved their reporting time, generating reports in a matter of hours versus several weeks prior to RevStream.
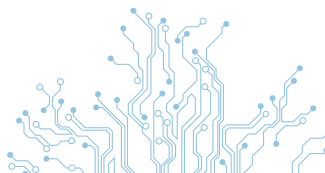
THE FULL STORY

Since they were founded in 1985, LANDESK experienced rapid growth and expansion from multiple mergers and acquisitions. As LANDESK inherited larger and more complicated software licensing orders, an urgency for better reporting and getting revenue automated became their revenue team's top priority.

Prior to RevStream, the reporting capabilities of SAP were insufficient for LANDESK's growing needs. They explored the thought of a custom solution, but determined that this would have simply been a band-aid fix for an on-going problem.

So the search was on for a long-term solution that was intuitive and would give LANDESK the flexibility to configure between their company's divisions and deal types

for the most accurate and timely reporting capabilities. LANDESK also required a cloud-based platform that would integrate seamlessly with SAP and comply with the current and forthcoming U.S. GAAP standards.

After comparing multiple competitors, LANDESK recognized RevStream as the dominating automation tool on the market. With RevStream, the executive management team can now make more strategic decisions based on more accurate and meaningful data that wasn't available pre-RevStream. RevStream has enabled LANDESK to significantly speed up their reporting process and dedicate new-found time to other important projects such as more proactive analysis, deeper quality assurance, and report documentation.

LANDESK now generates reports in a matter of hours versus several weeks

RevStream has allowed LANDESK to close 40% faster than previously possible.
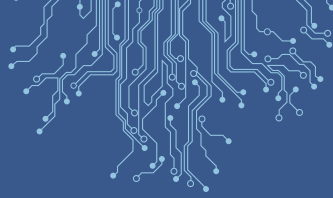
40% faster

97% accuracy

The accuracy rate of LANDESK's internal audit has risen from 85% to 97% since implementing RevStream.

RevStream enables LANDESK to be 91.4% more proactive in catching deferred revenue.

91.4% more proactive

RevStream is the leader and market innovator in Enterprise Revenue Lifecycle Management. We provide finance organizations with a single, comprehensive and flexible platform for managing risk, making accurate forecasts, and ensuring compliance when accounting for revenues across a wide range of industries and monetization models.

Only RevStream delivers the solutions and domain expertise companies need to fully automate Revenue Recognition Management.

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