

## Workday Revenue Management

Workday Revenue Management combines an intuitive user experience with enterprise-level functionality to help your organisation manage the entire contract-to-cash life cycle. It enables efficient, accurate processing and the simplest path for transitioning to the new revenue recognition standards.

### **Ease and efficiency with customer contracts, invoicing, and billing**

Easily create, approve, and track your customers and their contracts to maximise visibility and minimise risk to your organisation. Workday Revenue Management supports various contract types, and provides integration with salesforce.com and other CRM systems to give you visibility into the full contract life cycle from initial quote to payment.

Automate invoice creation based on your customer contract billing terms and schedules. Billing schedule flexibility allows you to automate complex billing processes for different types of products and services. Billing is independent from revenue recognition to ensure appropriate adherence to both billing and revenue guidelines. In addition, you can accelerate invoice and billing processing time with automated dunning letter creation and reporting and alerts that notify your finance and shared services teams to stay ahead of customers at risk.

### **Visibility into your customer base, analytics to optimise cash flow**

As one application for contract to cash, Workday Revenue Management helps you aggregate all contract data in one central system. With the appropriate approvals, access, and controls in place, your team that's managing revenue and customer collections is empowered with full access to the contract and customer data necessary to take action. Insight analytics and third-party account credit data determine customer invoice risk that is based on the customer's likelihood of making payment, and through the analysis of customer credit scores, customer ageing, and DSO trends. Workday also alerts collectors and automates dunning letter creation for those customers who are overdue in making payment.

In addition, sophisticated analytics such as deferred revenue and forecast reporting allow you to anticipate behaviour and influence activities. Your management team also gains the intelligence needed to organise your business based on customer behaviours, needs, and contribution size so that you can optimise operations that deliver superior service, with an eye towards profitability.

### **Key benefits**

#### **Streamlined contract-to-cash processing**

- Intuitive user experience
- Automated billing and revenue recognition
- Easy integration with CRM tools
- Stronger controls through the business process framework
- More-accurate processes and accounting results
- Global capabilities, including consolidation
- Accelerated cash flow

#### **Ease of deployment and maintenance**

- Faster and easier deployment through the cloud
- Simplified technology platform with a single financial and HCM application

#### **Stronger reporting and visibility**

- Revenue recognition scenario modelling tool
- Better visibility into collections and future cash flows
- Detailed reporting and the ability to drill down by relevant business dimensions
- Contract cycle analysis
- Full auditing visibility

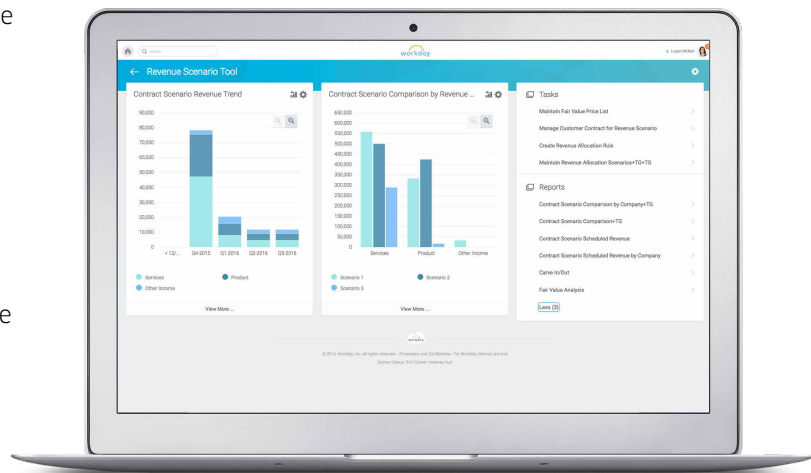
## Revenue recognition: Meet current – and transition to the new – GAAP standards

Workday supports complex revenue arrangements while complying with current and new GAAP and IFRS guidelines (ASC 606/IFRS 15). More than that, Workday provides the capabilities you need to make a smooth transition to the new standards. Included are comprehensive revenue recognition capabilities that enable customers to record revenue events, complete fair-value analysis, link contracts, and allocate and recognise revenue for simple and multi-element arrangements.

Over the course of the transition period and beyond, Workday allows you to view and report on all contract data, and create alternate contracts to model out multiple revenue recognition scenarios that help you assess the impact that changes will have on your business, with the support you need to meet deadlines. The alternate contract capability in Workday helps you meet dual reporting and disclosure requirements, retroactively as needed. Data migration capabilities will also help you convert data when you're ready to model out to meet the new requirements.

## Proactive audit and compliance

The business process framework in Workday ensures that appropriate personnel are involved in managing contract life cycle events with all changes captured through strong amendment controls. This “always on” audit trail documents all changes and adjustments throughout the contract life cycle as they happen – related to contract events and amendments, changes to revenue recognition, and more. Auditor dashboards and reporting make it easy to monitor your business and aggregate audit information for both internal and external auditors, saving you time and resources needed to pull this information together.



## Workday Revenue Management

### Efficient contract-to-cash process

- Intuitive self-service application
- Configurable business processes
- Available salesforce.com Workday Financial Management Connector app
- Easy integration with third-party CRM tools
- Support for various types of contracts
- Ability to automate complex billing processes
- Support for complex revenue arrangements
- Ability to streamline the sales cycle
- Reduced administrative workloads
- Shortened DSO and accelerated cash flow

### Robust revenue functionality

- Custom billing schedules and rate rules
- Flexible revenue recognition methods to accommodate different products and services
- Revenue recognition for:
  - > Subscription
  - > Usage
  - > Project time and expense
  - > Percentage complete
  - > Milestones
- Billing independent from revenue recognition
- Deferred revenue forecast and reconciliation

### Converged ASC 606/IFRS 15 and other guideline change readiness

- Flexible underpinnings to easily adopt changes
- Multi-element revenue recognition
- Alternate contracts and reporting to meet dual reporting and disclosure requirements
- Scenario modelling tool to analyse new guidance impact to revenue

### Reporting and insight

- Revenue dashboard for centralised reporting
- Customer collections dashboard with invoice risk scoring
- Additional embedded analytics and real-time reporting
- Deep visibility into the full life cycle of contracts
- Real-time consolidated revenue insight
- Drill-down analysis by business dimensions
- Standard report library and custom report writer
- Calculated fields for key revenue metrics
- Information export for regulatory reporting

### Global core

- Multilingual architecture and reporting
- Multi-entity, book, and currency support
- Global consolidation
- Configurable tax engine
- Global banking
- Localisations and translations

### One system for financial management and human capital management

- Rapid deployment and adoption
- Unified login and user experience
- Single home page for all Workday applications
- Streamlined accounting visibility (with Workday Financial Management)

