

A horizontal bar with three segments: blue, orange, and green.

Revenue Management: Effective Management of the Contract Lifecycle



As part of Velosio's commitment to providing solutions and services to help professional services firms meet their organizational goals, we've extended Dynamics 365 Finance and Operations, Enterprise Edition with broad and deep functionality built specifically to address the needs of project based companies.

Our **Contract and Revenue Management Module** effectively manages the contract lifecycle within Dynamics 365 Finance and Operations, Enterprise Edition. This module tracks a contract from the time of negotiation to acceptance, works-in-process, and then retirement – greatly simplifying the complex nature of revenue recognition.

The following features are provided as a part of the contract management system:

- **Contract Initiation** – Contracts after they have been accepted and signed by customer
- **Renewals** – Features to manage contract renewals after a contract term has ended
- **Realignments** – Features to change the terms of contracts mid-way (change the value and/or contract periods). A realignment can adjust the revenue recognition's end date for the contract line, and also "true up" the revenue and billed amounts for each contract line.
- **Billing, Billing Frequency and Modification to Billing Frequency** – This module provides automated billing features with various types of billing frequencies and billing options like monthly, quarterly, half-yearly, yearly and non-linear (custom billing dates). It also provides the ability to change billing frequency mid-way of contract period. Each line can have its own billing cycle. Bills can also be configured to be sent upfront (on the first month or beginning of the month) or in arrears (at the last month or end of the month).

- **Revenue Management** – Automated Revenue Management process for fixed price and variable price contracts
- **Revenue recognition end date** – Each contract line can have a different revenue recognition end date. (e.g., if there are three lines in the contract for one year and as per the requirement, for the first line the entire amount can be recognized on the first month, whereas for other lines, the revenue can be recognized on a monthly basis for the entire year.)
- **Workflow approval** – A process can be implemented to move an unconfirmed contract to confirmed contract status.
- **Discount** – Can be applied for the overall contract or for each line. Each contract line can have a different discount percentage.
- **Contract Amendment** - Add a new line and link with a running contract

Used in conjunction with the core financial features of Dynamics 365 Finance and Operations, Enterprise Edition, the Contracts and Revenue Management module streamlines the contract management process and gives your financial staff the tools they need to ensure that contract terms and conditions are enforced under ASC 606 and IFRS 15 guidelines.



Take the first step!
We can help assess where you are and where you need to be. Learn more at velosio.com or call us at 1.800.589.6614.