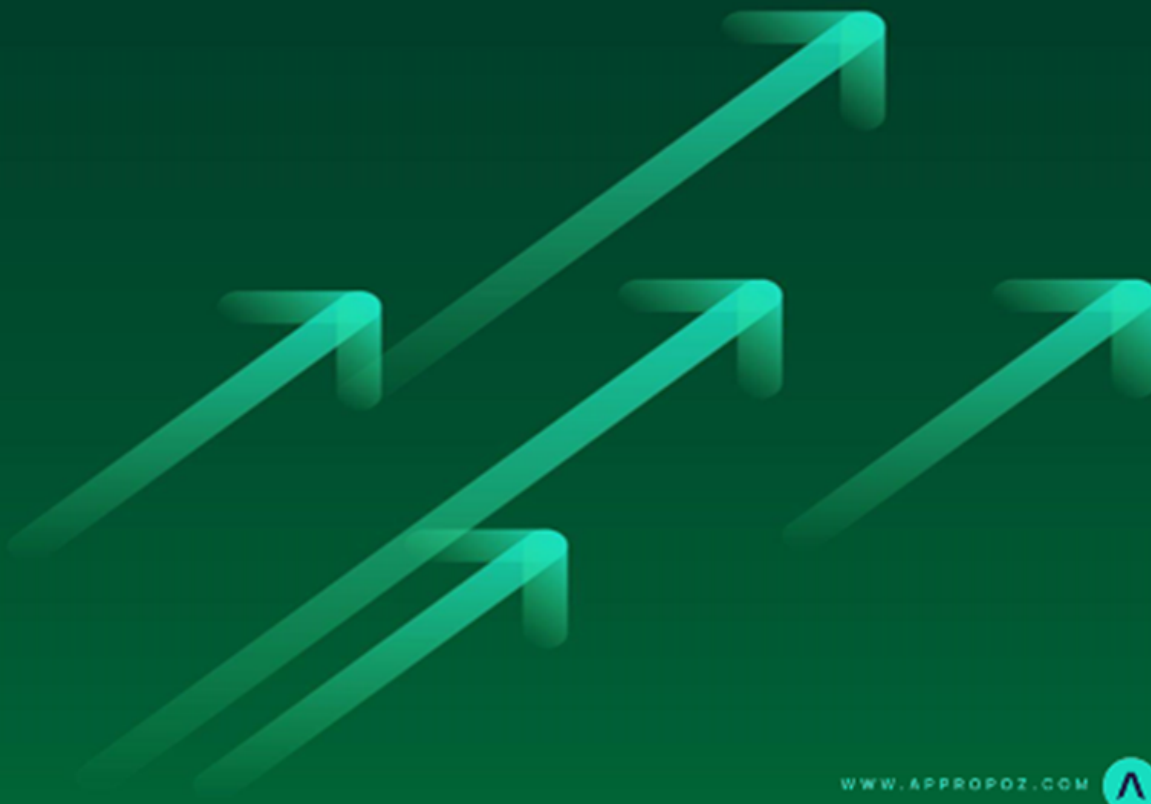




**Revvue** FORECASTING  
& RECOGNITION

# Real-time Revenue Visibility



[WWW.APPPOZ.COM](http://WWW.APPPOZ.COM)





## REAL-TIME REVENUE MANAGEMENT: WHEN YOU WANT IT, WHEN YOU NEED IT.

### A NATIVE SALESFORCE.COM APP

APPPropoz REVvue is a powerful, easy-to-use, and flexible native Salesforce application providing a complete view of your company revenue including Forecasting, Recognition, Annual Recurring Revenue (ARR) and Monthly Recurring Revenue (MRR). REVvue is compliant with the latest revenue recognition standards and supports complex revenue models including subscriptions, consumption, and services.

Many companies state they are managing revenue forecasts, but they are really just looking at Bookings, not true revenue. REVvue is creating revenue schedules in real-time.

<p><b>THE POWER TO SEE</b></p> <ul style="list-style-type: none"> <li>BOOKINGS VS REVENUE</li> <li>RECOGNIZED VS DEFERRED</li> <li>REAL-TIME ARR AND MRR</li> <li>RECOGNIZED REVENUE AT ACCOUNT, OPPORTUNITY, ORDER, AND LINE ITEM</li> </ul>	<p><b>THE POWER TO TRACK</b></p> <ul style="list-style-type: none"> <li>REVENUE BY DAY, WEEK, MONTH, QUARTER, AND YEAR</li> <li>REVENUE BY CATEGORY</li> <li>ROLLED UP REVENUE BY ACCOUNT, OPPORTUNITY, AND ORDER</li> <li>REVENUE BY OWNER AND PRODUCT</li> </ul>	<p><b>THE POWER TO MANAGE</b></p> <ul style="list-style-type: none"> <li>GLOBAL SETTINGS FOR RECOGNITION AND MONTH END DATES</li> <li>ONE RULE TO MANY PRODUCTS (SET IT AND FORGET)</li> <li>FLEXIBLE AND POWERFUL RULES</li> </ul>

## REVvue PROVIDES...

### SIMPLICITY

Create rules, assign them to products—one time!

Every time a product is added to an opportunity or order, the revenue schedules are automatically created based on the assigned revenue rule.

No more creating new revenue schedules for each product on each opportunity or order.

Global Application Settings allow:

- Selecting what opportunity/order types and stages to use when creating rules
- Selecting what date fields to use when creating rules
- Setting when revenue periods start (e.g., last Friday of the month)
- Setting what monthly transaction date to use for recognition (e.g. 10th of each month)

## FLEXIBILITY

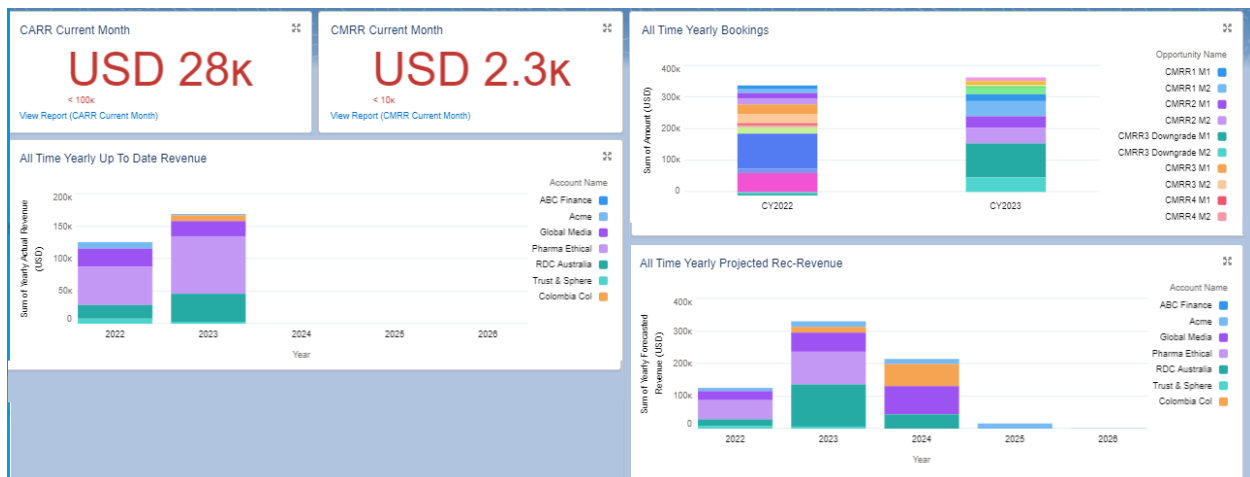
Rules can be overridden at the product line-item within the opportunity or order to accommodate special scenarios and circumstances. Configure rules using ANY opportunity, opportunity products, order, products, or contracts dates, including custom dates unique to your organization. Rules support initial values, delayed amortization starts, and residual values.

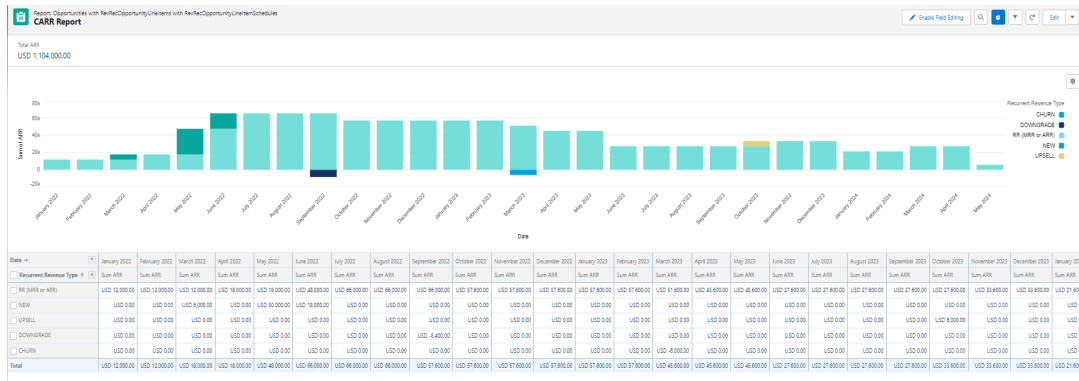
## INSTANT VISIBILITY

REVvue gives you true insight into your revenue where you need it, when you need it.

This includes:

- Yearly and monthly revenue rollup summary within the account, opportunity, and order
- Up-to-date deferred and recognized revenue clearly displayed on the opportunity or order
- Forecast revenue “what ifs” using the opportunity stages you already use today
- Real-time Annual Recognized Revenue (ARR) and Monthly Recognized Revenue (MRR)
- Consolidated reports and dashboards





## HOW IT WORKS

### RULES

Create REVvue rules based on the following types:

- **Single Transaction:** Recognize the revenue once.
- **Amortization:** Set Start/End Dates by leveraging standard and custom date fields already in the system. No more limitations. Even greater flexibility when an initial value or delay of the start date are required. Supports daily, weekly, monthly, quarterly, and yearly amortization.
- **Milestones:** Easily manage revenue for projects and billable hours. Just set up a product (e.g. “Project XYZ” or “Billable Hours”), give it a price, then recognize the revenue by percentage, quantity, or amount as needed. Enter the milestones/hours, REVvue does the rest.
- **Amortized Milestones:** Use this for a utility/consumption-based product. This is a unique twist on standard Milestones. Set the date ranges to use and REVvue will automatically create Milestone placeholders. Then enter the actual values as they occur later on.
- **Blended Revenue:** This is ideal for complex products (e.g. bundles) and services that require blending of different revenue treatment mechanisms that cannot be modeled with any single rule mentioned above.

The sales team needs to focus on closing deals. While doing this, they need to have visibility into how current and future (recurring) revenue can be recognized over the life of the contract, when to start recognizing revenue, and the impact on revenue/forecasts when a milestone delivery gets delayed. With easy setup and flexible configuration thanks to the APPropoz Solutions’ rules engine, REVvue provides users with clear visibility and up-to-date revenue information when the opportunity/order value or line items change.

With REVvue, you have 100% control over the definition and implementation of rules across the board. Sales and Finance will now be able to see the same revenue data—past, present, and future—in real-time. No more exporting to spreadsheets.

## FEATURES

REVvue is equipped with the following features:

- Rules-based automated revenue recognition
- 5 rule types: single transaction, amortized, milestone, amortized milestone, and blended
- One-click views of revenue schedule details by company, opportunity, order and line item
- Ability to override rules at the opportunit/order product line-item level
- Salesforce standard and custom date fields support (opportunities, opportunity products, orders, products, contracts)
- Consolidated and customizable reports and dashboards using Salesforce reporting engine (by company, opportunity, order, line-item, month, year, and more)
- Multi-currency support

Revenue Recognition -- Acme Systems						
REVvue	TOTAL OPPORTUNITY	TOTAL RECOGNIZED	TOTAL DEFERRED	TOTAL RESIDUAL		
	USD 28,350.00	USD 16,907.50	USD 11,412.50	USD 30.00		
PRODUCT	DEFERRED REV.	RECOGNIZED REV.	RULE USED	ASSIGNMENT RULE	ALLOCATED	ACTIONS
Computer Maintenance	USD 1,000.00	USD 200.00	Maintenance	[Overridden]	100.00%	
Computer Server	USD 0.00	USD 12,000.00	Hardware		100.00%	
Consulting	USD 100.00	USD 20.00	Amortized Milestone	[Overridden]	100.00%	
Project Management	USD 10,312.50	USD 4,687.50	Blended Revenue Rule		100.00%	

## WHAT OUR CUSTOMERS ARE SAYING



### Trish Buyer - "Excellent Product"

I have been looking for a revenue recognition product for salesforce for a while. This app covers multiple methodologies. REVvue assisted in all areas of implementation and is very helpful with ongoing questions and report/dashboard generation"

### David Martin - "Great tool to dig into the details of your revenue"



“REVvue really allowed us to drill down into our revenue at a granular level. We can now schedule and analyze our revenue on a line by line basis down to a monthly level. This was extremely important for our business process. It really allowed us to fine tune our outlook forecast. We have been using the tool for over 6 years and have always had great customer service from the REVvue team. If you need to analyze and schedule your revenue in detail, definitely check this out.”

## LEARN MORE

For more information, please search for REVvue on the [Salesforce AppExchange](#), visit our website at [www.appropoz.com](http://www.appropoz.com), or contact us at [info@appropoz.com](mailto:info@appropoz.com).