

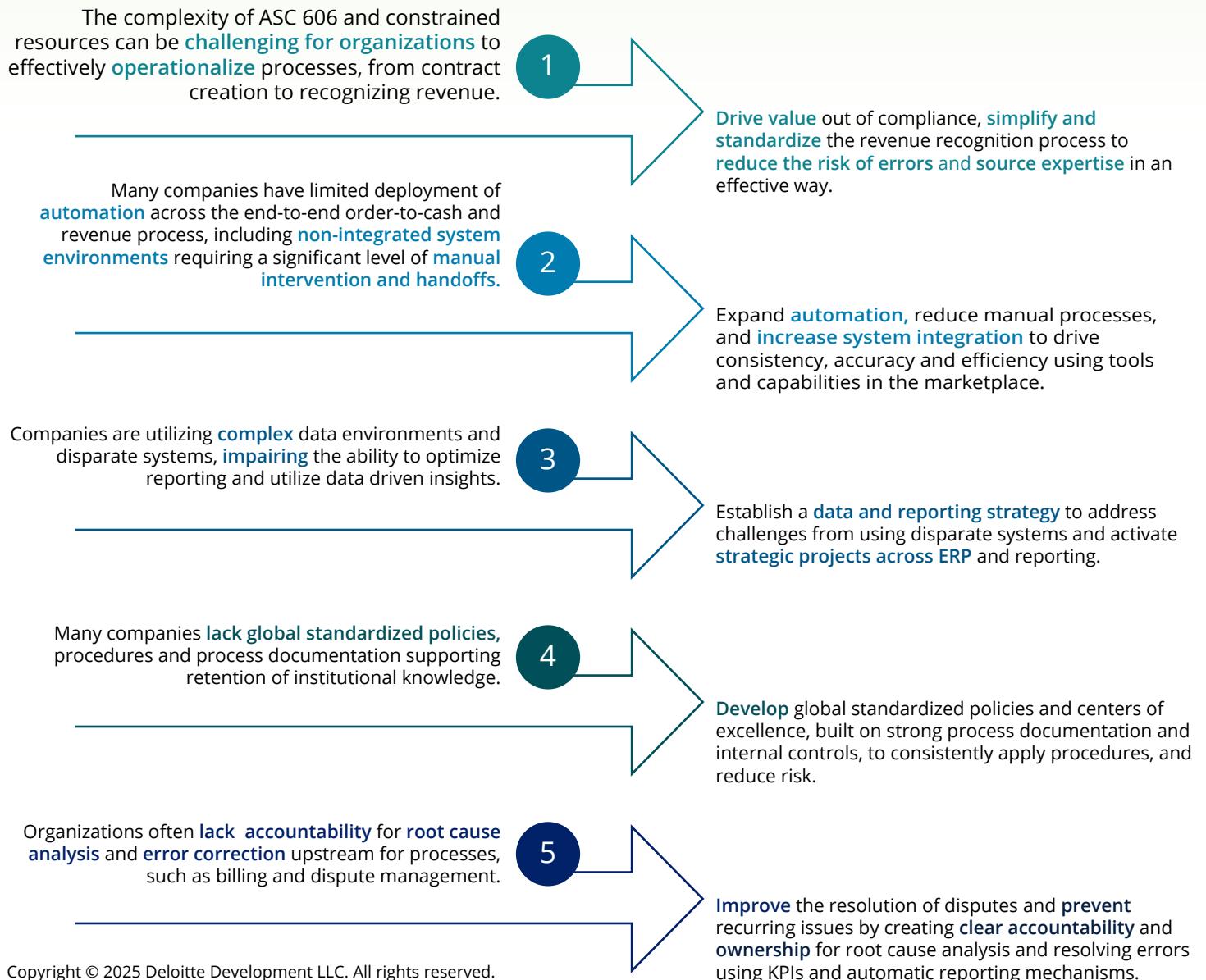
Streamlining the Revenue Recognition process

Jumpstart your revenue process into the digital age with Revenue Recognition Automation

Simplify, standardize, and automate

Many companies are facing significant challenges to effectively manage and efficiently execute the order-to-cash and revenue recognition process. In an increasingly digital and complex marketplace since the introduction of ASC 606, Revenue Recognition, companies are faced with revisiting people, process, and technology capabilities. Here are five insights and actions you can take to develop an efficient, sustainable, and scalable process to keep up with company growth, changing revenue structures and offerings, and build automation.

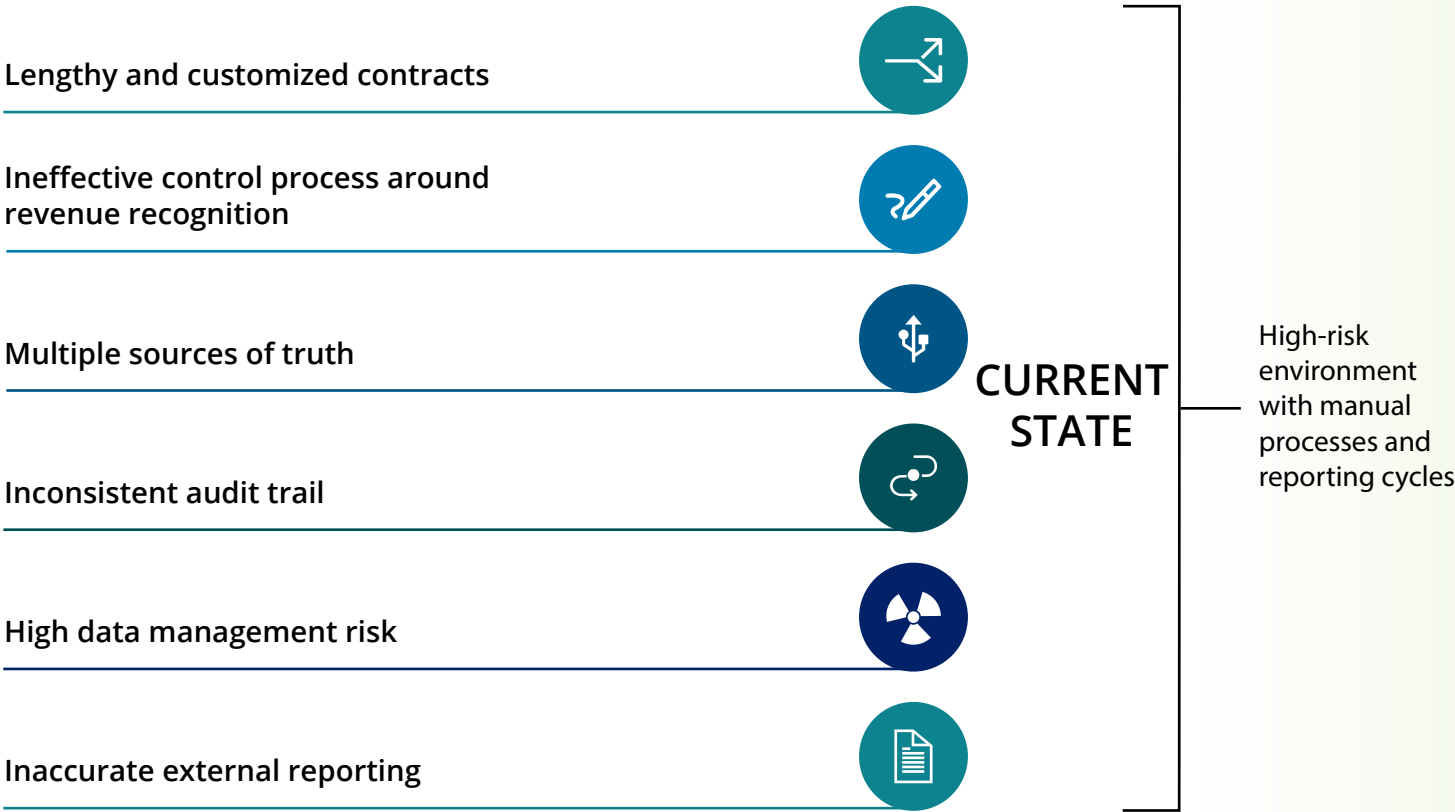
How 5 insights can be...turned into 5 actions



Revenue recognition process: Reimagine and optimize people, process, and technology

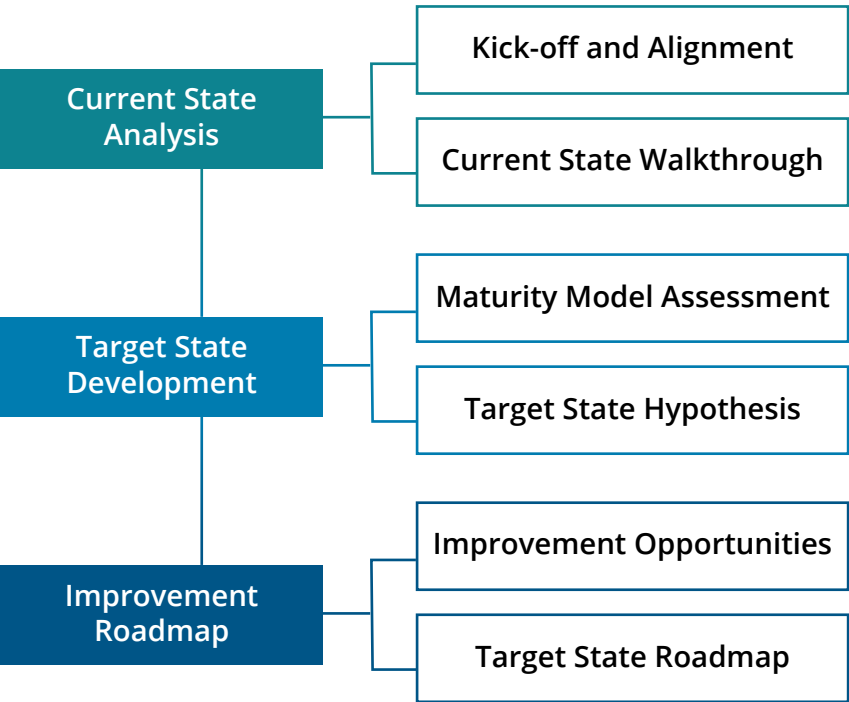
In today's rapidly changing digital environment, it is important to understand current state to build a well-connected, collaborative, and transparent future state model with the potential to save time, cost, and complexity.

Illustrative revenue process transformation



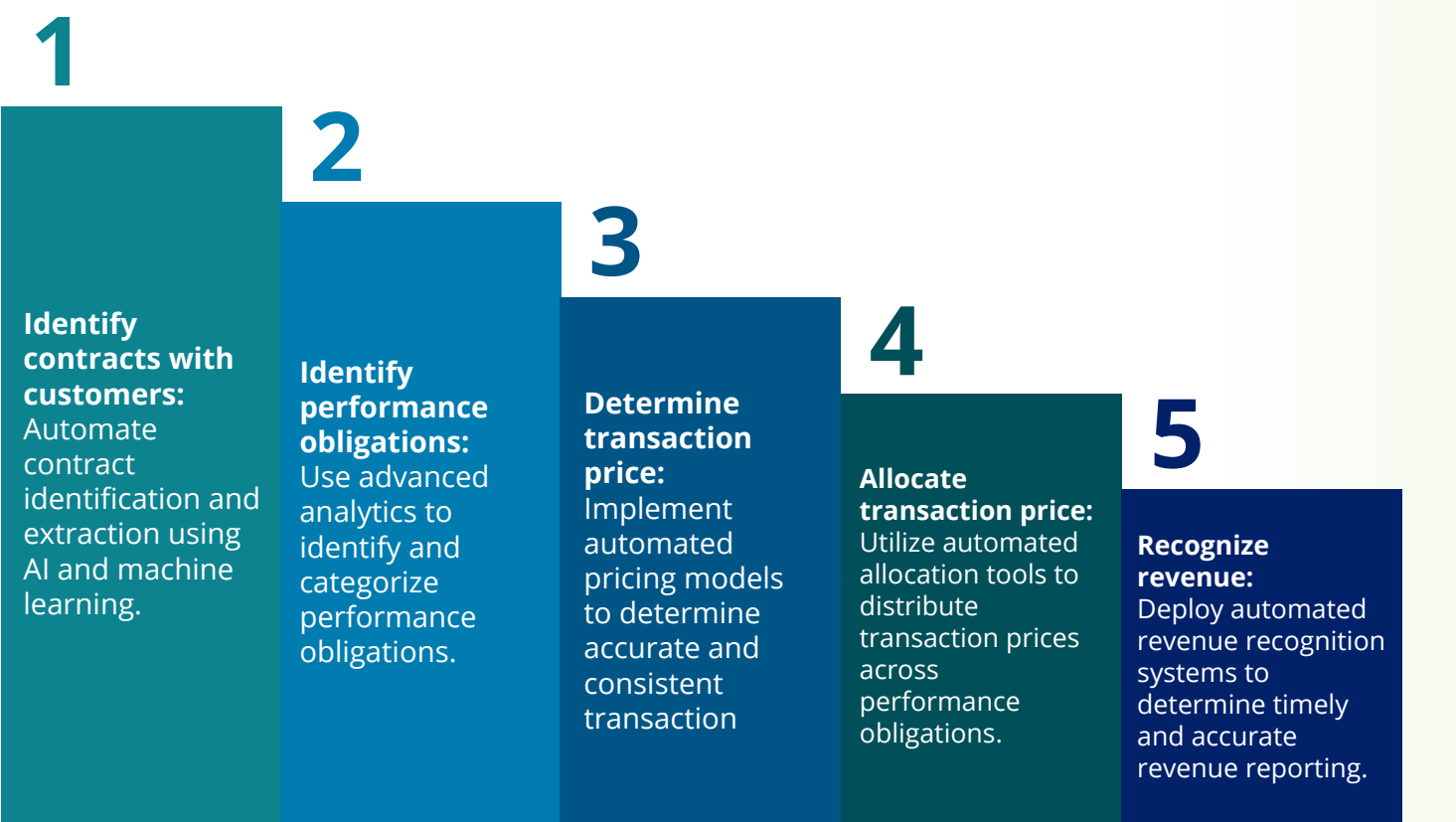
Experience the difference with Deloitte’s proven approach

Deloitte’s approach provides a high-impact and meaningful improvement journey to help organizations target key value drivers across people, process, and technology. Below is an example of Deloitte’s approach and illustrative timeline to building a future state target roadmap for your organization.



Project Governance: Weekly status reports and meetings, deliverable milestone reviews

Building Automation within the Five-Step Revenue Recognition Model



Why choose Deloitte?



1 Real industry use cases, real results.

We have successfully delivered end-to-end solutions at large multinational organizations across various industries to help them achieve highly efficient, standardized, and automated revenue recognition processes. Deloitte is there for the journey, from strategic planning to operationalization of solutions. We're there across the transformation stages to help clients make strategic and smart design decisions real.

2 Deep technical accounting knowledge.

Our professionals are subject matter specialists with deep technical accounting knowledge and extensive experience within the technology and finance capability domains. This specialization allows us to provide valuable insights and guide clients on the best path forward to achieve their objectives.

3 Domain experience across the globe.

Our professionals have extensive experience across the globe in designing and implementing revenue recognition processes, operating models, and technology solutions spanning various industries, enabling them to provide tailored solutions that address specific business needs and challenges.

4 Strategic technology alliances.

We have strategic alliances with market leading technology providers, such as Aptitude, Blackline, HighRadius, Oracle, Workday, RightRev, Salesforce, SAP, Stripe, and Zuora, and more that bring the right people, processes, and technologies to you.

5 Expansive resources, customized options.

We offer a customizable project plan, integrated array of innovative technologies and expansive resources. Our professionals provide tailored solutions to meet the specific needs of each client. Our approach includes aligning technical, functional, and strategic responsibilities between Deloitte, technology partners, and the client, resulting in a collaborative and effective implementation.

Contact us today:



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