



# Let Aria Systems' New Revenue Recognition Management Solution Make Your Recurring Revenue Model Better

The innovative application of new technologies to opportunities can enable entirely new business models, driving substantial value to existing or completely new markets. These new opportunities are often defined primarily by the new business models and depend on solutions that make the delivery of products and services as seamless and transparent as possible, with the ability to monetize virtually any future commercial model epiphany. Many new models are based on recurring revenue for a flat-rate and usage-based charges, with new challenges driven by complex revenue recognition. The management of revenue recognition processes for recurring revenue models is critical to the reduction of risks for control, accounting, and reporting non-compliance, as well as operational performance management.

## How Aria Systems' New Solution Helps

Aria Systems Revenue Recognition Management is a SaaS application fully integrated with the Aria Subscription Billing and Management platform. It delivers a single solution paradigm enabling your enterprise to offer the subscriptions and services that initiate, expand, change, and monetize your business model as you might desire with revenue data integrity. Accounting and management of balances are provided by the system regarding recognition of recurring revenues and the associated trade accounts receivables, unbilled receivables, and deferred revenue implications. Consistent revenue information is assured for other reporting and analysis functions requiring compliant revenue data. Your accounting professionals' productivity increases significantly, while the integrity and timeliness of your revenue recognition management processes are substantially improved.

## The Benefits of Aria Systems Revenue Recognition Management

The Aria Systems Revenue Recognition Management solution will provide the following benefits to our customers.

- Full compliance with the revenue recognition accounting and reporting requirements of AICPA, EITF, FASB, SEC, GAAP, and SOX principles, standards, and regulations.
- Comprehensive support for the full spectrum of transactions possible with extremely flexible and agile recurring revenue business models.
- A single-source system of record for all recurring revenue recognition activities associated with accounting, reporting, and forecasting applications.
- Automated accounting and reporting processes, encompassing prepaid, postpaid, flat-rate, variable usage-based, progress-based, etc., with controlled data access and configurations.
- Seamless integration of the solution with the GL system, other financial systems, and all analytics applications, at summary and detail levels, with extensive built-in auditability.
- Task-focused, simple, and consistent user interfaces making the complexity of revenue recognition transparent to your internal operations and your customers.

## The features of Aria Systems Release 5.11

The initial scope for the Aria Systems Revenue Recognition Management solution is coming to

you within Release 5.11. It provides the following features:

- Full compliance with the revenue recognition accounting and reporting requirements for prepaid or billed in advance flat-rate subscriptions.
- Encompasses original billing and earned revenue processing, upgrades, downgrades, cancellations, voids, and bad debt write-offs
- Easy configuration of GL code assignments for Trade Accounts Receivable, Deferred Revenue, and Earned Revenue account codes and location codes.
- A CSV report that provides comprehensive accounting transaction summary and detail data for all advance billing entries during the user-selected selected accounting periods.
- A CSV report that provides comprehensive deferred revenue accounting balance management and reconciliation for summary and detail data.
- A CSV report that utilizes the predictability of future revenue streams captured within the deferred revenue balance to produce highly accurate account-based revenue forecasts.

## The Features of Future Aria Systems Releases in 2012

The scope for the Aria Systems Revenue Recognition Management solution is coming to you within releases in 2012, beginning in Q1 of 2012. These releases will provide the following features:

- Full compliance with the revenue recognition accounting and reporting



requirements for usage-based, progress-based, postpaid arrears billing, etc.

- Encompasses original billing and earned revenue processing for additional special cases, one-time charges, chargebacks, multi-element arrangements, etc.
- Easy configuration of GL code assignments for Trade Accounts Receivable, Deferred Revenue, Unbilled Receivables, and Earned Revenue account and location codes.
- A complete subledger solution delivering comprehensive standard reporting for Summary Trial Balance, Detail Trial Balance, and Audit Detail Control.
- Comprehensive subledger balance management reporting for Trade Accounts Receivable, Unbilled Receivables, and Deferred Revenue accounts.
- Comprehensive forecast and analysis solutions that employ the revenue data for a variety of business management and profit center activities.
- A significant library of API's providing extensive real-time and batch integration to external GL and other financial systems, analytics systems, etc.

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## Aria Systems Revenue Recognition Management Delivers the Accounting, Reporting and Control Solution for Your Recurring Revenue Needs

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### About Aria Systems

Aria Systems is the subscription billing and management market leader serving Global 2000 companies. The Aria Subscription Billing Platform is the industry's only enterprise-class solution that automates the entire subscriber life cycle for all recurring revenue models. Disney, Pitney Bowes, Ingersoll Rand, DreamWorks, EMC, Internap, Roku, VMware, Taleo, and HootSuite all rely on Aria for fast time-to-market, low operational costs, and monetization flexibility. For more information, visit [www.ariasystems.com](http://www.ariasystems.com).

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