Ayara RevRec
for Conga

AI-Based RevRec: Streamlined Revenue Lifecycle

Accurate revenue management is essential for financial reporting, compliance, and decision-making. To address the critical task of managing revenue accurately, Ayara's AI-based Revenue Recognition (RevRec) for Conga emerges as a cutting-edge solution. It is designed to automate and streamline the RevRec process, ensuring accuracy, efficiency, and compliance with accounting standards.

By leveraging advanced Artificial Intelligence (AI) capabilities, this solution automates revenue recognition tasks, allowing organizations to accurately measure and report revenue impacts from customer contracts, billings, and revenue recognition events. The automation of key tasks and controls around the revenue recognition process is crucial in ensuring efficiency, accuracy and consistency at scale while maintaining auditability.

Overview of Ayara RevRec for Conga

Ayara's Revenue Recognition capabilities including a full featured, global standards-compliant (ASC 606/IFRS15) revenue subledger application, is now available to Conga customers. Integrated into Conga's unified data platform, Ayara accurately measures and reports revenue impacts of customer contracts, billings, and revenue recognition events.

Ayara is built to be configured to manage diverse monetization models (one-time charges, subscriptions, services, consumption-based models, or any mix of these) and is flexible to support contract lifecycle changes (cross/upsells, terminations, swaps etc.) that have a bearing on reportable revenue. While Ayara automates most of the tasks related to managing revenue, it allows the flexibility for occasional manual interventions. Especially, during contract reviews by controllership, where individuals (from controllership) can make manual judgements on revenue contracts.

- ✅ **AI-driven Contract Analysis:** Ayara's AI algorithms analyze contract data to identify revenue recognition events and allocate revenue to performance obligations in compliance with ASC 606/IFRS 15 standards.
- ✅ **Dynamic Revenue Scheduling:** The platform is designed to support multiple revenue scheduling methods (Immediate, Ratable, Event-based) and adapt to changes in contract terms or monetization models.
- ✅ **Automated Compliance Checks:** Ayara automates revenue compliance and controls, reducing the risk of errors, restatements, and compliance issues.
- ✅ **Real-time Insights:** Advanced AI capabilities of Ayara provide real-time insights into revenue performance, enabling organizations to make data-driven decisions and optimize revenue streams.

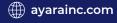📒 Standards-compliant (ASC606/IFRS15) Revenue Sub-ledger, now available for Conga

⚙️ Fully configurable for a range of complex revenue policies resulting from diverse products and monetization models

⚙️ Automates most revenue compliance and controls, yet allows financial judgements to be applied for customer contracts

🎯 Offers robust reconciliations to ensure data accuracy, automates revenue reporting and key financial statement disclosures

Key Challenges

- Forecast-to-Actual revenue disconnect
- Inconsistencies in Revenue Policy application for customer contracts
- Inability to scale due to manual revenue recognition tasks
- Revenue restatements, delayed revenue results, and high compliance risks
- Increasing complexity due to changes in products and/or monetization models
- Lack of timely revenue information for various decision makers

Key Capabilities

Ayara's features enable easily configurable rules that manage various aspects of the revenue recognition and reporting process for a company. Ayara's customers get a single source of truth for all their enterprise revenue, regardless of whether their transactional sources are on one platform. While Ayara readily connects with Conga, it also facilitates easy integration with other revenue data sources, resulting in a unified enterprise-level revenue sub-ledger.

- Flexible contract identification and AI-based grouping rules
- Powerful, extensible Standalone Selling Price (SSP) engine
- Supports multiple revenue scheduling methods (Immediate, Ratable, Event-based)
- Rule-based treatment for various amendments during the contract lifecycle
- Automated and manual revenue holds to manage timing of earned revenue
- Seamless integration with multiple ERP systems for general ledger sync
- AI algorithms forecast future revenue streams based on historical data, contracts, and customer behavior insights.
- Fully automated reconciliations and 10Q/10K disclosures

Why Ayara/ Key Benefits

90% shorter revenue close cycle

75% reduction in manual revenue tasks

100% automated reporting and audit compliance

Qualitative Benefits

Accurate: AI-based automation minimizes errors and reduces the risk of compliance issues

Efficient: Automation streamlines RevRec tasks, cuts manual work, speeds close cycles, and enables strategic partnership across BUs

Compliant: Shortens audit timelines, reduces compliance risks, and lowers financial misstatements

Informed: Real-time insights across the organization enable data-driven decisions and optimize revenue performance

Scalable: AI-driven automation is designed to scale to handle growing volumes of revenue data and evolving business needs