

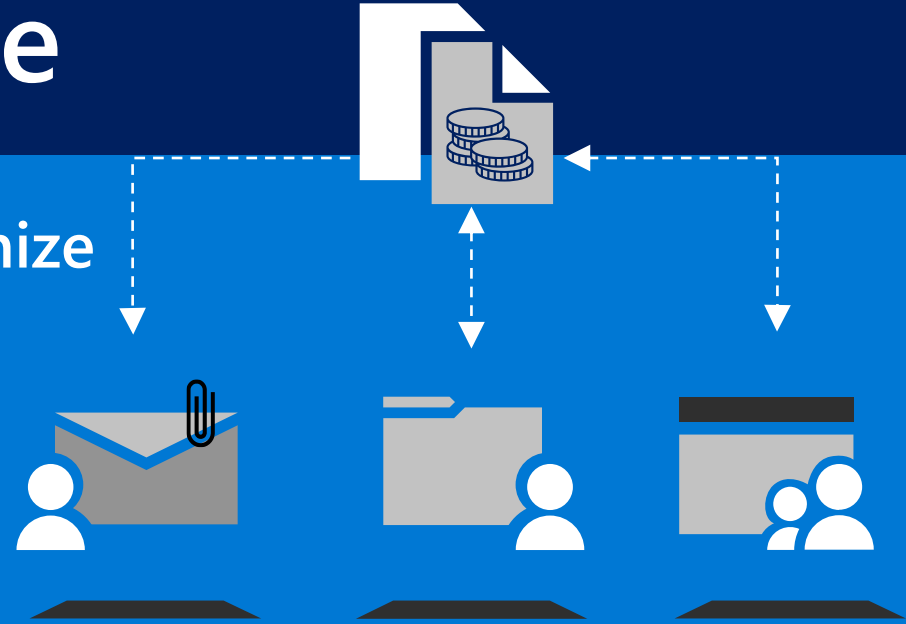
Recognizing revenue

1. Determine the amount to recognize



100% or allocation-based?

You can recognize 100% or an allocation of the revenue to be recognized. Allocation schedules can split the % over a period so you can post part revenue upfront and split the remaining over the duration of the agreement.



Finance and Operations Preview

Subscription management cockpit

Customer account	Name	Invoice account	Terms of payment	Currency	Accounting currency balance	Balance in currency	Total deposit amount	Master process date
0000004	Silicon Valetta Corp	Net10		USD	605,708.31	605,708.31	0.00	15/02/2022

Subscription plans

Subscription plan	Subscription classification	Program type	Subscription type	Billing type	Billing period	Period type	Status	Global start date	Global end date
000001055	Standard	CSP	Per unit subscriptions	Upfront	Yearly	Rolling	Draft	21/01/2023	20/01/2024
000001056	Standard	Dynamics Price List (D...	Perpetual + Enhancement Plan	Upfront	Yearly	Rolling	Draft		
000001058	Standard	CSP	Per unit subscriptions	Upfront	Yearly	Rolling	Draft		
000001059	Standard	CSP	Per unit subscriptions	Upfront	Yearly	Rolling	Published		
000001060	Standard	CSP	Per unit subscriptions	Upfront	Yearly	Rolling	Draft		
000001062	Standard	CSP	Per unit subscriptions	Upfront	Yearly	Rolling	Draft	01/01/2022	31/12/2022

Subscription plan lines

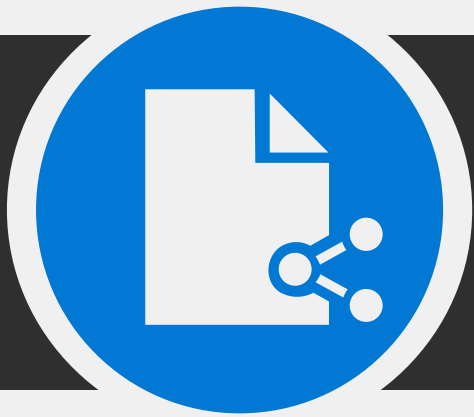
Line no...	Enabled	Item number	Product name	Next renewal date	Next renewal end date	Next sales action date	Quantity	Pro-rata sales amount...	Last sales amo...	Sales bl
1.0000...	✓	MSFTD365SCM	Microsoft Dynamics 365 Supply chain management Base	21/01/2024	20/01/2025	21/01/2024	100.00	180,240.00	180,240.00	
2.0000...	✓	MSFTD365Finan...	Microsoft Dynamics 365 Finance attach	21/01/2024	20/01/2025	21/01/2024	20.00	6,000.00	6,000.00	
3.0000...	✓	MSFTD365Sales	Microsoft Dynamics 365 Sales	21/01/2024	20/01/2025	21/01/2024	15.00	15,840.00	15,840.00	

50% 12M : 50% 12M | Standard view

Period allocation lines

Overview Financial dimensions

Interval of time	Unit of time	Allocation perc...
<input checked="" type="radio"/>	1 Months	50.00
<input type="radio"/>	2 Months	4.55
<input type="radio"/>	3 Months	4.55
<input type="radio"/>	4 Months	4.55
<input type="radio"/>	5 Months	4.55
<input type="radio"/>	6 Months	4.55
<input type="radio"/>	7 Months	4.55
<input type="radio"/>	8 Months	4.55
<input type="radio"/>	9 Months	4.55
<input type="radio"/>	10 Months	4.55
<input type="radio"/>	11 Months	4.55
<input type="radio"/>	12 Months	4.50



Revenue Recognition



Bluefort's Subscription solutions (LISA) for Microsoft Dynamics 365 focus on deep financial automation.

2. Spread the revenue to recognize over the duration of your subscription agreement



Our solution can determine the revenue to recognize from the duration of the subscription agreement and allocates the right revenue using your financial calendar.



Calculate based on full periods, such a months or use pro-rata calculations to split revenue by days-per-period.



Have different subscription offers that should drive different revenue recognition allocation? No problem, select how offers should be allocated and with what spread.



Use Power BI for data visualization to get insight in your ARR.

LISA helps you to make revenue recognition a fully automated process.



3. Ensure revenue recognition flows with the subscription lifecycle



Is your subscription changing due to up-, cross- or down sales? With LISA your revenue follows the lifecycle changes and is adjusted accordingly.

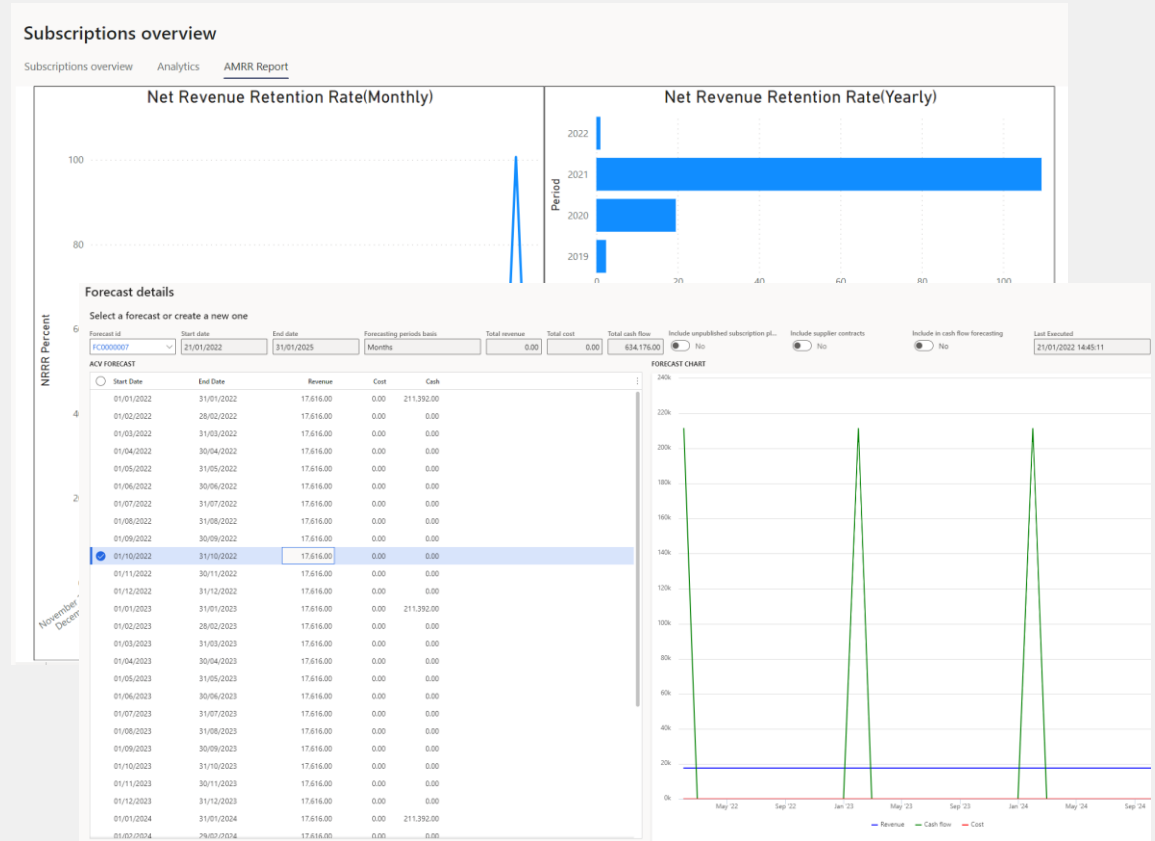


Use your financial dimensions and reporting model for recurring revenue to get the financial reports you need.



Post your recognized revenue during period close or when your issue subscription invoices.

When you run LISA, you can automate revenue recognition and use out of the box PowerBI visuals to see the development of your ARR and ACV.



For more information, visit www.bluefort.eu or mail us at sales@bluefort.eu