



Customer Case Study

Background:

- **Category:** Digital Asset Management and Product Information Management solution
- **Annual revenue:** \$22M
- **Headquarters:** Madison, WI
- Experiencing high growth and potential acquisition
- Needed a revenue recognition solution that could scale with their growing business

Challenges:

- Closing the books in a timely manner
- Handling contract modifications in compliance with ASC 606
- Manually accounting for SSP allocations from three different systems in spreadsheets
- Limited revenue reporting capabilities and visibility

Solution:

RightRev was selected as the vendor of choice to accommodate the need for a more flexible and automated solution to close books faster and more accurately, with less manual intervention. The organization was able to reduce its month-end close from two weeks to one or two days. By using a rules-based calculation for determining stand-alone selling prices, their revenue recognition process is fully automated and allows for a seamless month-end close. All of their data now lives in one single-source-of-truth, Salesforce, eliminating the need to manage disparate systems and allowing for a clean audit trail. Journal entries are sent seamlessly into their ERP, Sage Intacct, making RightRev a true sub-ledger within Salesforce.

Outcomes

- Order, Contract, Booking and Revenue data live in a single system
- Accurate revenue data sent to General Ledger
- Full visibility into revenue data
- Fully automated revenue recognition & ASC 606 Compliance
- Faster month-end close

