



Automation of the E2E Revenue Reconciliation Resulting in 80% Higher Productivity



Insight

A global cloud security company faced challenges with deriving SSP allocations based on their usage-based tier pricing model. The client used a manual process annually that required 2 analysts and a controller needed one month to complete.

Ayara deployed the solution that helped the client automate the tier-based SSP recommendation, create a single report for quarterly forecasting and auditing ASC 606 reconciliation, and use the pre-built NetSuite ERP integration. This resulted in easy management of complex pricing models, optimization of the financial closure and reporting cycles in record time, analysis of potential transactions in terms of their impact on GAAP revenues and margins before the deals are closed, and 80% savings in manual efforts.

Industry

Computer and
Network Security

Revenue

\$1+ B

Employees

4K+

Headquarters

California, US



Business Challenge

The client had a high volume of orders and used excel spreadsheets to calculate revenue recognition. They also had issues with the accuracy and manual efforts on the quarterly forecast, which had an individual dependency.

Listed below are the critical requirements of the client:

- ➔ Estimation and deriving standalone selling prices (SSP) accurately.
- ➔ Allocation of SSP based on tier-based pricing.
- ➔ Use the pre-built NetSuite ERP Integration.
- ➔ Creation of a single report for forecast and audit reconciliation.
- ➔ Improvement in finance productivity with reduced cost and time of revenue recognition calculation, recording, and reporting.



Transformation Journey

The Ayara team documented the use cases, identified the pain points, designed and implemented the solution that automated & streamlined the revenue recognition process E2E.

The key highlights of the approach to the solution:



Automation of tier-based SSP recommendation by SKU using 2 years of historical transactions.



Creation of a single report for quarterly forecasting and audit ASC 606 reconciliation.



Pre-built NetSuite integration.



Completion of E2E implementation in 3 months.



Impact

Since the go-live, the client witnessed a series of benefits, comprising:



Automation of the revenue reconciliation process reduced manual effort by 80%.



Improvement in the accuracy of subscription revenue allocation.



Risk elimination of forecasting errors by automatic creation of a waterfall revenue forecast report with KPIs.



About the Client

The client is a leading cloud security company headquartered in San Jose, California. It enables organizations to securely transform their networks and applications for a mobile and cloud-first world. Leveraging the power of its flagship services, the security solution provider creates fast, secure connections between users and applications, regardless of device, location, or network. Used in more than 185 countries, the client's services are 100% cloud-delivered and they operate the world's largest cloud security platform.



Solution Components

Ayara, NetSuite ERP