

Build or Buy Considerations In Finding a Revenue Automation Solution



ZUORA REVPRO

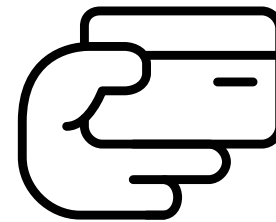
Which Path Will You Take?



BUILD

In-house or “Bespoke”
Development

or



BUY

Commercial Revenue
Management Product

Dependencies are created
on resources that may
become unreliable

Key personnel will
depart and take critical
knowledge sets with them.

Escalating and unforeseen costs are introduced to the business

- Increase in staff requirements supporting manual work arounds to compensate for incomplete development
- Technical accounting and consultant costs are rapidly rising due to ASC 606 project demands
- Distraction from core operational objectives results from re-tasking of personnel to support ad-hoc demands and resolve issues related to the bespoke solution

Risk in reporting revenue increases

- Bespoke development becomes challenged by an evolving set of business requirements
- Key personnel having special knowledge sets may leave the business

Compromised business process and controls

- Increased dependency on key personnel
- Inhibited ability to transition business functions from one generation of management to the next due to ad-hoc operations and dependencies on a few key individuals

Jeopardized ASC 606 timeline

- Critical technical accounting knowledge sets are absent or scarce
- Offshore time differences impose delays resulting from communication and project administration challenges
- Distraction from core operational objectives results from re-tasking of personnel

Custom solutions are brittle—usually monolithic in nature and hard-coded

- ERP upgrades become unnecessarily complex and expensive
- New products brought to market requiring different accounting treatments result in re-coding and expensive re-tooling of bespoke software
- Changes in guidance pose a risk through increased cost to custom code and introduction of manual work- arounds

Risk Considerations

- Long term and escalating cost structure
- Distraction from key business objectives
- Impact to project timeline supporting ASC 606
- Impact to existing finance resources
- Unexpected impact to budgets
- Risk in accurately reporting revenue

Benefit of product and delivery expertise

- Successful revenue accounting products result from years of development at significant cost
- Successful delivery results from experience based on a proven record of performance

Addresses broad spectrum of complex revenue accounting requirements

Product development and delivery personnel have requisite and essential:

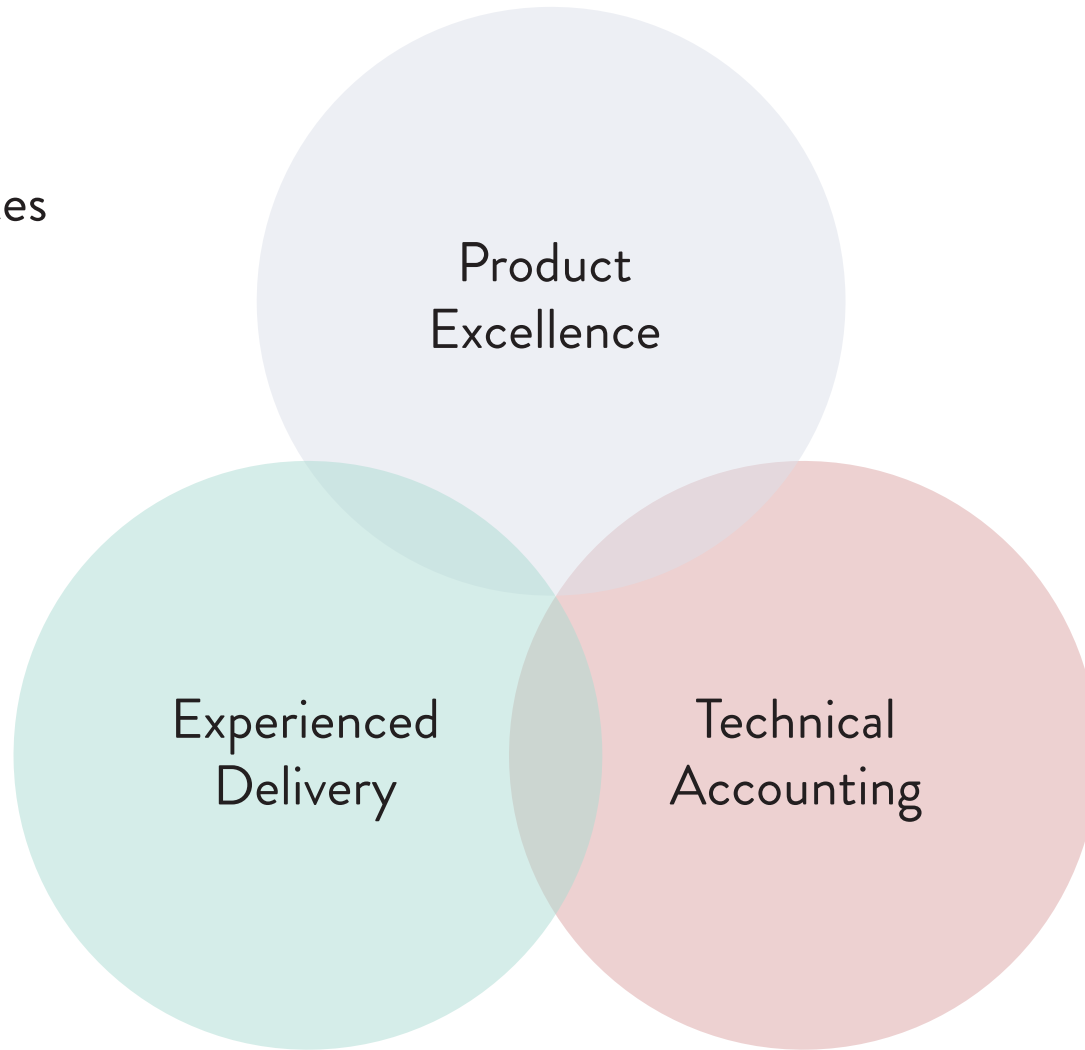
- Technical accounting expertise
- Implementation / transition to ASC 606 expertise
- Understanding of necessary business processes and controls

Revenue automation product key attributes

- Support for effective business processes and controls
- Support for internal audits and visibility to critical financial data
- Support for process continuity allowing personnel to move into and out of finance organization without disruption to finance operations

RevPro—What We Do

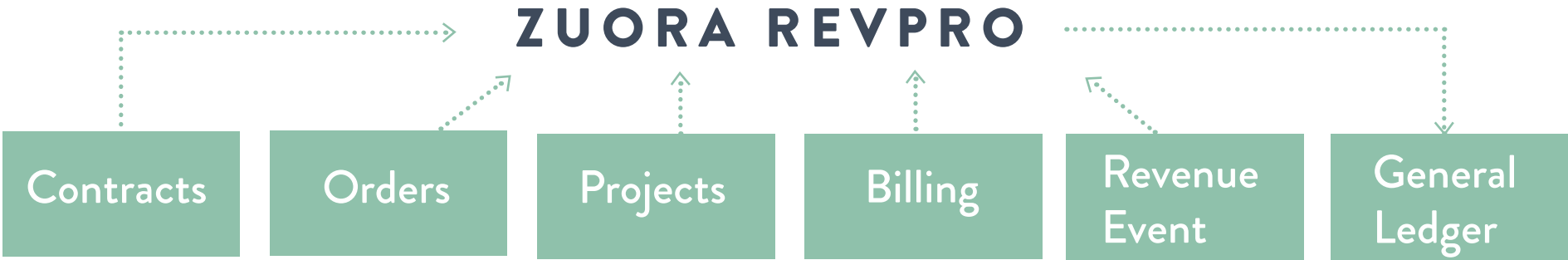
RevPro® automates
ASC 605 / 606



Guides successful transition
from current state to future state

Assures alignment with
your revenue policy

RevPro—How We Automate



ZUORA REVPRO



Two Operational Models

- Private cloud (dedicated infrastructure)
- Hybrid cloud (shared infrastructure / dedicated data space)

Security

- Comprehensive / verifiable SOC 2 certification - 4 years
- Data in / out encrypted
- Data encryption at rest

Maturity

- Amazon AWS 5 years
- Highest install base of all vendors
- High volume processing
- Integrated with major ERP's

RevPro—Point to Remember



RevPro—Meet Some of Our Customers

Angie's list



McKesson

AVAYA



dun & bradstreet
GROWING RELATIONSHIPS THROUGH DATA



UNITEDHEALTH GROUP*

DELL EMC



NetApp®



AUTODESK®

Tintri



POPSUGAR

BROCADE®

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