



Revenue Recognition with ViewCentral

Realize the full value of training with timesaving tools
that automate revenue recognition management

Benefits

- Increased training revenues and profitability
- Instant visibility into the business impact of training
- Automated resource management
- Automated revenue recognition and reporting
- Rapid deployment and data integration
- Certification and subscription management
- Complete international support
- Branded sites, currency conversion, languages and global tax
- Enterprise CRM integration with [Salesforce.com](#)
- Testing and assessments
- Web conferencing
- Full eCommerce support
- Expense and revenue management

When it comes to revenue, what isn't measured can't be managed

Even the best training organization can find itself under scrutiny if it doesn't recognize its revenue on a timely and accurate basis. Because if your contribution isn't recognized by your entire enterprise, valuable resources may be allocated elsewhere. Plus, without regular reporting and business intelligence, you won't know how to manage training programs more effectively and profitably.

Managing revenue recognition can be a difficult, time-consuming task. Determining when services can be realized is based on complex rules and dates regardless of when the actual money is received. And company rules concerning delivery method, dates and international locations can further complicate matters. All of which requires that training organizations spend days of valuable time every quarter just to pull numbers for Finance—except for those who automate revenue recognition using ViewCentral.

ViewCentral automated revenue recognition: Your rules, your way

The ViewCentral Learning Management System provides powerful features for managing training revenue. First, determine with your finance team which rules apply to revenue recognition of registration fees. Then just point and click to define and apply those rules within ViewCentral! And once you define your rules, the system automatically updates the registration records each night.

Recognize revenue in an instant

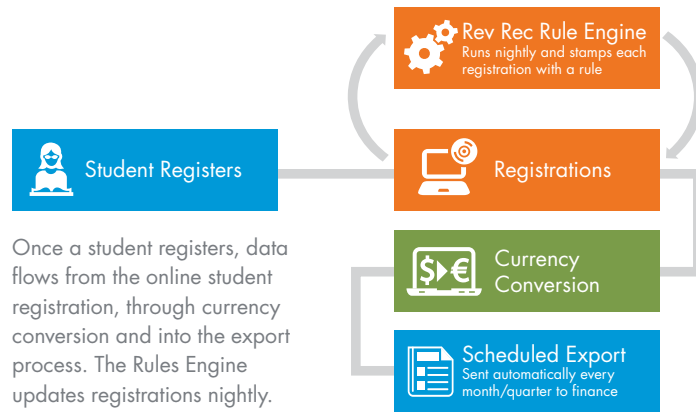
ViewCentral's revenue recognition settings provide a flexible infrastructure for defining rules that can include course criteria, reference dates and cut-off dates. This enables the solutions to automatically update registration records based on the rules you have created. Plus, comprehensive sets of reports and exports are included, enabling you to immediately view the recognized revenue information.

Reports you can see with a click

With ViewCentral the information you need to manage and recognize revenue is literally yours with a click of the 'Revenue Recognition' tab within student registration records—or under 'Managing Data' in Reports and Exports. And when you need to provide your finance team with an up-to-date report, you can stream the transfer of registration revenue data directly to them from ViewCentral.



Settings, features and reports



Key Features Include

- Single sign-on
- Data synchronization
- Customer training/event data
- New customer records
- View upcoming scheduled sessions

Integration Highlights

- View a contact's registrations
- View upcoming schedules
- Register a contact in ViewCentral

Amortization rules

Since amortization is frequently used with eLearning courses that have long access durations, the rules include an option for applying amortization to the revenue recognition. These settings include:

- Amortization Frequency: Monthly or quarterly
- Final Recognition: Either in number of days, weeks, months or quarters. Or by end of fiscal year

Revenue recognition rules

The Revenue Recognition Rules screen makes it easy to define and manage your revenue recognition rules. With this feature you can build multiple rules based on dates, delivery methods, locations, location groups and business units. To make managing your rules easier it also displays all the rules you have created.

The Building Rules tool includes the following configurations:

- Naming convention
- Delivery method
- Filters (as required)
- Dates
- Amortization
- Rule priorities

Standard reports include

- Course, location and monthly summaries
- Export features:
 - Amount
 - Month
 - Currency
 - Quarter
 - Date
 - Rule

Date settings

Easily establish date settings to determine how revenue will be recognized.

Options include:

- Schedule start or end date
- Registration date
- Invoice date
- Payment received date
- Purchase order date
- e-Learning/virtual meeting launch date
- Confirmation date

More information

Learn more about how automating revenue recognition with ViewCentral gives you the power to instantly provide up-to-date reports that validate training's contribution to your company's bottom line. Visit www.viewcentral.com or call 888.322.5169.