

Take the reins on revenue

Streamlining and simplifying revenue recognition and reporting

Revenue recognition and reporting during the COVID-19 crisis is even more challenging than usual. Many finance professionals are under stay-at-home orders, which disrupts normal business processes and can make it difficult to work and communicate effectively. Also, new types of business transactions, customer contracts, and revenue streams may emerge that require different revenue treatment. Issues like these only add to the already significant challenges and complexity associated with revenue recognition and reporting.

A path forward

As finance leaders seek solutions that can help their businesses respond, recover, and thrive amid COVID-19-related challenges, **SAP® Revenue Accounting and Reporting** can help. Enabled by Deloitte, the solution can address staff shortages and other crisis-specific issues by taking in all information from the source contract and billing systems and presenting reports based on local-country regulations. Those same capabilities can continue to deliver value after the crisis passes, potentially reducing time-consuming and costly manual processing while making it easier to adapt to new revenue models and to achieve compliance with all regulations and reporting requirements.

Key features:

- Interfaces with SAP and non-SAP contract/ordering/billing systems
- Calculates and reports revenue based on local country guidelines
- Can integrate seamlessly with solutions from the SAP Customer Experience suite
- Generates reports through standard BI/BW reporting tools
- Fully integrates with operational activities so revenue reporting does not lag behind
- Generates standard reporting compliant with IFRS15 and local regulation guidelines

The typical implementation timeline is 10-12 weeks. However, the business can start by recording transactions as-is in the existing sales and billing systems and then passing the information to SAP Revenue Accounting and Reporting for revenue recognition.



Potential benefits

- Accelerated revenue recognition reporting, automatically derived from transactional systems instead of requiring manual preparation and analysis
- Ad hoc crisis-related responses replaced by a systematic, methodical approach
- Reports comply with IFRS and local regulations
- Reporting based on new revenue models can be easily achieved
- Greater process efficiency and staff productivity
- Improved revenue insights to support decision-making



How we can help

Addressing the COVID-19 crisis and getting to the “next normal” will likely require industry-specific guidance and a spectrum of skills that extend across business and technology needs. Deloitte can help, providing critical solutions and services for enabling a more resilient organization. Here are a few ways we can support your organization’s efforts around revenue recognition and reporting.

- Analyze and list high-value processes that require systematic support for revenue reporting
- Establish regulatory requirements for key processes
- Set up the technical solution based on internal and regulatory guidelines for contract modification
- Turn revenue-related data into insights for proactively addressing business issues



The Deloitte difference

Deloitte brings a tested methodology for creating value with the “built to evolve” Kinetic Enterprise™—an intelligent, responsive, cloud-enabled organization powered by a clean core and an inclusive ecosystem of capabilities. When you work with our team to improve your revenue recognition and reporting capabilities, you get access to Deloitte’s deep industry-specific experience—which grows daily as we help enterprise leaders across the globe reimagine *everything* and use SAP solutions to help solve complex business challenges.

Deloitte.

Let's talk

If getting ahead of revenue challenges is a priority for your organization, we should talk. Contact us to learn how we can help you take revenue recognition and reporting to the next level with SAP Revenue Accounting and Reporting—so you can effectively address COVID-19-related challenges as well as future waves of disruption.

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