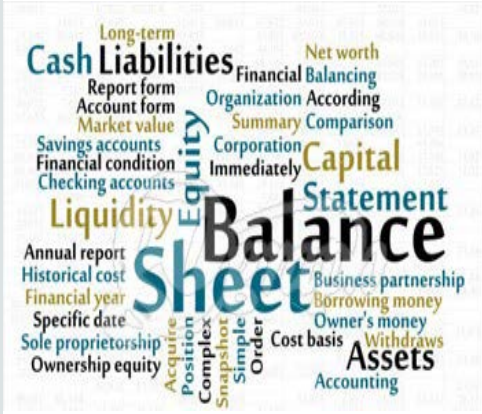


FASB/IASB Revenue Recognition



What

- Create a new Accounts Receivable Revenue Recognition feature which will provide:
 - A means to configure which invoice lines are to be pushed to the new process.
 - An Interactive process to recognize all of the revenue
 - An Interactive process to recognize all, less than, more than, or none of the COGS
 - A batch process to recognize all of the revenue and COGS on selected invoices in the new process
 - Performance Liability accounting for invoice lines in the new process.
- Update the Contract and Service Billing System with specific point enhancements for additional flexibility when recognizing revenue.

Why

- Compliance with IASB/FASB Standards published in May 2014.
- Standards to be in effect for financial reporting after December 15, 2016.

How

- Accounts Receivable - New feature to support recognition of revenue for invoices
 - Performance Liability Accounting
 - Recognize all of the revenue and COGS
 - Audit trail of all revenue recognition activity
- Contract and Service Billing
 - Summarize Lump Sum and Unit Price billing line transactions by subledger/subledger type
 - Adjust Stored Material invoice amounts by subledger/subledger type
 - Additional reporting related to revenue recognition

Results

- Our customers will now be able to be compliant with new Accounting Standards

Customers

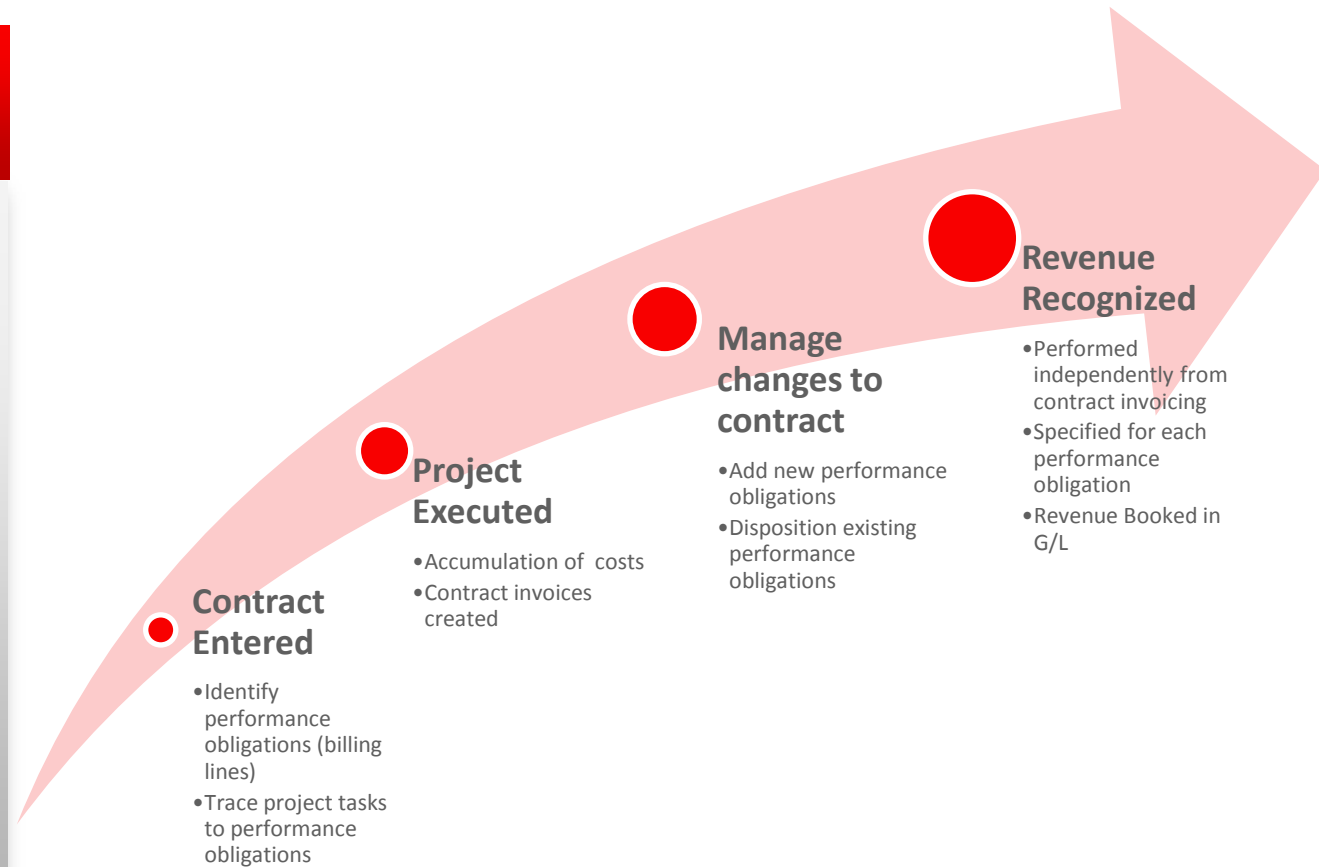
- All customers reporting under the new Revenue Recognition standards

FASB/IASB Revenue Recognition Standard

Contract and Service Billing Revenue Recognition

Additional Flexibility

- Summarize Lump Sum and Unit Price billing line transactions by subledger/subledger type
- Adjust Stored Material invoice amounts by subledger/subledger type
- Additional reporting related to revenue recognition
- Run Profit Recognition and adjustments for multiple performance obligations in a single job

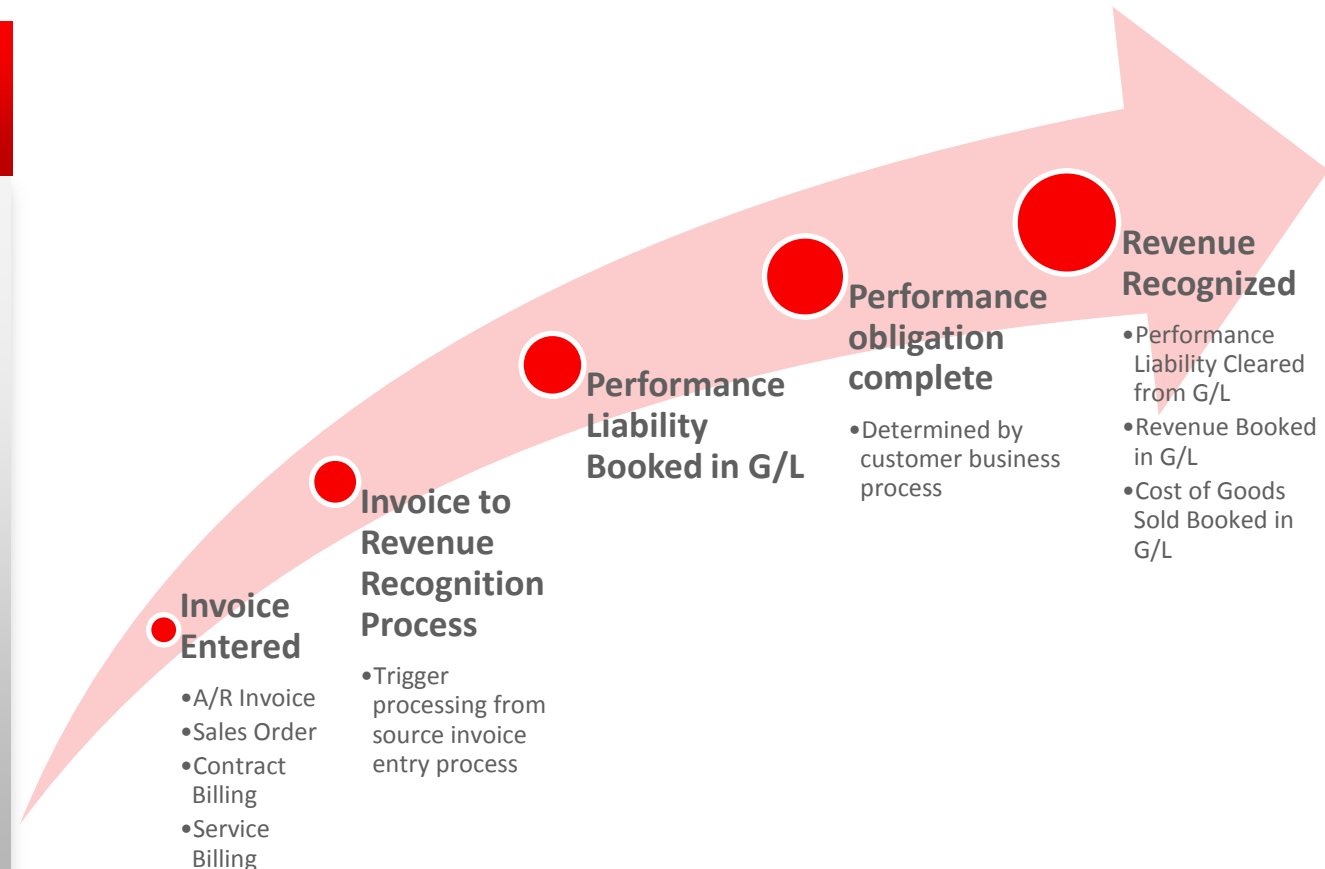


FASB/IASB Revenue Recognition Standard

Accounts Receivable Revenue Recognition

New Feature

- New feature to support recognition of revenue and cost of goods sold for invoices without a contract
- Performance Liability Accounting
- Recognize all of the revenue amount
- Recognize all, none, more than, or less than the COGS amount
- Audit trail of all revenue recognition activity



FASB/IASB Revenue Recognition Standard

Contract and Service Billing

- Additional Flexibility
 - Summarize Lump Sum and Unit Price billing line transactions by subledger/subledger type
 - Adjust Stored Material invoice amounts by subledger/subledger type
 - Additional reporting related to revenue recognition
 - Run Profit Recognition and adjustments for multiple performance obligations in a single job

Accounts Receivable Process

- New feature
 - Support for recognition of revenue and cost of goods sold for invoices without a contract
 - Performance Liability Accounting
 - Recognize all of the revenue amount
 - Recognize all, none, more than, or less than the COGS amount
 - Audit trail of all revenue recognition activity