

Discover simplicity in supporting multi-element contracts



The problem with Enterprise resource planning (ERP) systems.

Businesses are evolving their technology stack by focusing on rationalizing systems that are fit for business purposes. It's crucial to choose a cloud-based provider that supports agility and allows for easy integration of front office applications with back-office functions like billing and invoicing. Platforms like Revenue Cloud can help by offering a unified solution. This integrated approach not only meets current demands but also prepares businesses for future growth and adaptability.

With the increasing popularity and adoption of recurring and consumption-based monetization models, sales teams need the ability to process contract modifications resulting from upsells, downsells, cross-sells and more.

To enable streamlined downstream processes such as standalone selling price (SSP) allocation, revenue waterfall adjustments, Performance Obligation (PoBOb), multiple element arrangement (MEA) management, and pro/retrospective contract modifications, it starts with getting the deal structure right, which happens in quoting and contracting.

Traditional ERP applications focus on "Order to Cash as opposed to "Quote to Cash".

Revenue Cloud addresses this gap by closing the Quote to Order lifecycle. When your system can enable the correct deal structure and capture the attributes that finance needs at the time the quote is created, deal friction can be removed between the handoff from sales and finance teams.



Revenue Cloud: A modern solution

A modern solution is necessary to address the modern challenges of multi-element contracts. Revenue Cloud fuels both top-line and bottom-line improvements and addresses key concerns top of mind for finance teams, including:

01

Faster close due to the integrated nature of the Quote to Cash lifecycle

02

Margin improvement through advanced pricing capabilities and enabling insights into customer behavior

03

Predictability utilizing advanced tools to forecast sales and revenue targets, bookings and billings, analyze historical sales data, and evaluate pipeline opportunities

04

Profitable growth by automating sales, ordering and billing processes to reduce revenue leakage and sustaining headcount for bookings support

05

Reduced Disputes and cash flow improvement through timely and accurate invoicing aligned with orders to reduce payment delays and improve cash flow efficiency

06

Compliance and audit readiness reduce risk through native options for achieving ITGC controls

07

GenAI and Agentforce to accelerate end-to-end quote-to-cash operations



The opportunity for CFOs

Empowering sales teams by unifying silos within the organization to create frictionless front-to-back-office motions not only facilitates the processing of contract modifications but can help your organization thrive. Unifying quoting, ordering, contracting and billing motions onto a single platform and automating full, end-to-end processes can improve multi-year planning through:

Improved metric visibility:

Create better forecast cash flows, manage budgets and plan for future investments with a clearer view of the organization's financial commitments and revenue streams.

Operational efficiencies:

Reduce administrative overheads and streamline processes, freeing up resources that can be redirected toward strategic initiatives.

Enhanced predictability:

More accurately predict revenue and expenses over multiple years to align financial resources with long-term business goals.

Proactive risk management:

Help safeguard the organization's financial health and identify and mitigate risks associated with contract compliance and performance obligations.