

## Appian for Revenue Recognition

### DYNAMICALLY ADAPT TO EVOLVING FINANCIAL REGULATIONS

- Improve financial accuracy and reporting while reducing costs and close cycle times
- Automate complex revenue recognition processes and contract tracking
- Achieve compliance with the latest financial accounting regulations
- Make informed business decisions with more timely and accurate revenue information

Revenue recognition is one of the accounting topics most examined by investors and regulators. With the sweeping changes to revenue recognition reporting standards, organizations are now rethinking compliance strategies.

The new requirements for recognizing revenue and costs from customer contracts that came about with IFRS 15 and ASC 606 have implications across sales, marketing, pricing, and financial strategies.

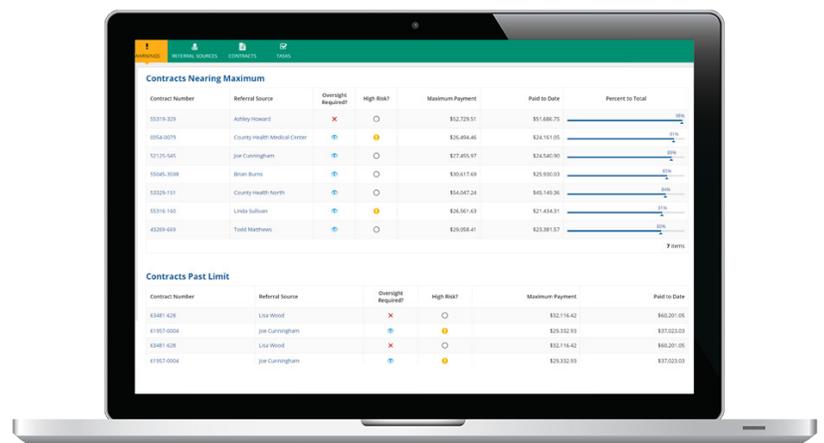
Existing financial systems and ERP solutions cannot easily adapt to these evolving regulations, especially in handling the complexities of deferred revenue, contract changes, and multi-element arrangements. The rigidity of these IT systems, and error-prone manual efforts, puts companies at risk for failed compliance audits, financial costs, and other implications.

#### REIMAGINE YOUR COMPLIANCE STRATEGY

Savvy organizations are leaving manual workarounds behind and embracing a digital application platform to automate processes, allow easier collaboration, improve efficiencies—and achieve financial reporting accuracy.

With Appian, organizations gain a proactive, adaptable approach to calculate revenue in accordance with the new standards and provide better management of the overall revenue process.

- **Comply with evolving financial regulations**, including meeting revenue recognition requirements of ASC 606 and IFRS 15
- **Improve CFO and executive visibility**, from tracking contracts and revenue recognized to adherence of financial regulations
- **Reduce manual data management**, resulting in fewer data entry errors, improved data quality, and reduced cycle times between initiation and remittance
- **Improve efficiency**, including work tracking and billing processes, as well as forecast and calculation accuracy
- **Leverage and extend existing systems** used for revenue management and sales contracts while ensuring you can meet changes to future revenue regulations



Track revenue and costs from customer contracts



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### FOCUS

Adapt to evolving financial accounting regulations with an easy-to-use application platform that enables organizations to:

- Eliminate manual tracking and processing to improve productivity and auditability
- Better manage governance and oversight demanded by financial regulations
- Clear the backlog of disputed revenue while reducing resolution time
- Improve contracting, forecasting, billing, and period-end reporting accuracy
- Increase visibility into the end-to-end customer contracts workflow

### TAKE CONTROL

Using Appian, you can quickly build, deploy, and scale new corporate applications, including:

- Procurement and Contract Management
- HR Process Management
- Employee and Contractor On-boarding
- IT Applications Management
- PMO and Project Management
- Enterprise Cost and Task Management
- Quote-to-Cash Processing
- Expense Management

### PREPARE FOR THE FUTURE

Streamline revenue accounting processes to comply with regulations while enabling better reporting and forecasting—and, in turn, business growth and impact.

It takes speed and power to transform revenue recognition. The Appian low-code application platform provides both.

With Appian, organizations can build web and mobile apps faster, run them on Appian cloud, and manage complex processes end-to-end, without limitations.

### LEADING ORGANIZATIONS ARE TRANSFORMING CORPORATE FINANCE WITH APPIAN:



*“Appian provides us with complete visibility of all invoice disputes. We have reduced the time to resolve a dispute in half and eliminated multi-million dollars worth of invoices that were in dispute.”*

- VICE PRESIDENT OF QUALITY AND SAFETY AT FLOWSERVE

# Appian

Appian provides a software development platform that combines intelligent automation and enterprise low-code development to rapidly deliver powerful business applications. Many of the world's largest organizations use Appian applications to improve customer experience, achieve operational excellence, and simplify global risk and compliance.

For more information, visit [www.appian.com](http://www.appian.com)