

# Advanced Revenue & Expense Deferrals

for Microsoft Dynamics™ GP

*Enterprise Series*

 **BinaryStream**

**Microsoft** Partner 

Gold Independent Software Vendor (ISV)  
Gold Enterprise Resource Planning

“Since I have come on board, the Advanced Revenue & Expense Deferrals software has **paid for itself more than once over**. Having this solution to help us manage **over 10,000 deferred contracts** is an essential part of our financial processing.”

~ Paul Fortson  
Director of Financial Systems  
BT Conferencing



# Advanced Revenue & Expense Deferrals for Microsoft Dynamics GP

Advanced Revenue & Expense Deferrals dramatically cuts down the time required to process deferral related journal entries. By controlling complex revenue and expense deferrals at the item level, this solution streamlines cumbersome processes required to comply with accounting standards. Developed specifically for software companies, ASPs, online information providers, and other service or high-tech organizations, Binary Stream's Advanced Revenue & Expense Deferrals software is an enhancement for any organization that offers prepaid services, has prepaid expenses or deals with deferrals related to recurring billing.

If you need to comply with revenue recognition guidelines from the FASB, IFRS, AICPA, IASB, FASAB, SEC, or Sarbanes-Oxley, Microsoft Dynamics GP and Binary Stream's Advanced Revenue & Expense Deferrals will help you simplify compliance.

## *Flexible & Detailed Deferrals*

Advanced Revenue & Expense Deferrals gives you the ability to assign deferral and recognition accounts for each item within Microsoft Dynamics GP. As a result, you can create multiple deferral schedules from each Sales Order Processing (SOP) or Purchase Order Processing (POP) transaction. With flexible start and end dates on each schedule, you can ensure the right amount of revenue or expense is recognized during the right period to minimize revenue leakage.

## *Easy to Set-up, Easy to use*

Bringing a simple, straight-forward approach to deferral workflows, the Advanced Revenue & Expense Deferrals software offers you various deferral options to streamline common deferral processing. With flexible deferral periods, user controlled postings for journal entries and recurring billing integrations, you can adopt a simplified approach to even the most complex deferrals.

## *Empower Financial Decision Makers*

Enable financial decision makers to access and act upon data. Fully understand your revenue streams through deferral inclusions in forecast reports. Use this information accuracy and depth to improve your planning and decision making processes.

## Features

### Deferral Schedules & Templates

- Assign a deferral template to each item
- Generate a deferral schedule for each item
- Create and change item deferral templates on the fly
- Assign multiple deferral accounts per item

### Journal Entry Posting

- Generate recognition journal entries whenever you want
- Post batches to or through the GL
- Apply specified credit memos to deferral schedules

### Changes & Controls

- Utilize role based security for deferral schedule changes
- Cancel entire schedules or just the deferred amounts
- Place deferral schedules on hold
- Archive completed or cancelled schedules
- Import data using the import template

### Reporting

- Forecast revenue/expense recognition
- Export data to Excel from all inquiries
- Take advantage of limitless reporting through GP

### Additional Functionality

- Integration to Advanced Recurring Contract Billing
- Integration to Multi-Entity Management

## Microsoft Dynamics GP Integration

Advanced Revenue & Expense Deferrals offers seamless integration to the following Microsoft Dynamics GP modules:

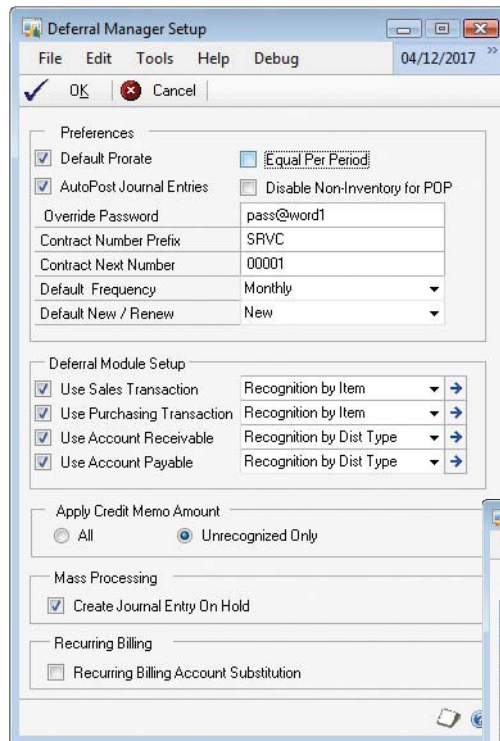
- Sales Order Processing
- Purchase Order Processing
- Inventory
- General Ledger
- Payables Management
- Receivables Management

## In-Depth Revenue & Expense Deferral Control

With the Advanced Revenue & Expense Deferrals you can streamline your journal entries related to revenue or expense recognition without the use of spreadsheets, saving you valuable processing time, ensuring data integrity, and avoiding frustrating reconciliations. The Core Module of Advanced Revenue & Expense Deferrals provides a flexible, detailed, and robust revenue and expense deferrals transaction engine for Receivables, Payables, and General Ledger transactions. With its seamless integration to Microsoft Dynamics GP, user-defined deferral accounts can be deferred once transactions are posted. Using a user-controlled journal entry processing feature, you can create recognition journal entries directly to the GL. Revenue and expense recognition is driven by recognition schedules that are created when transactions are posted.

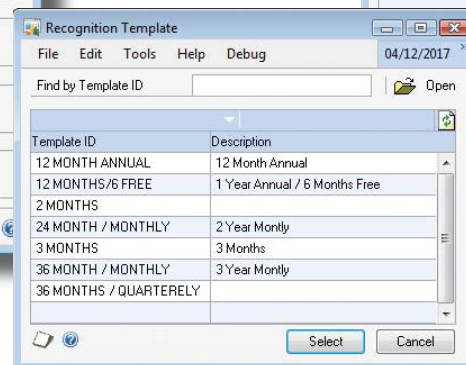
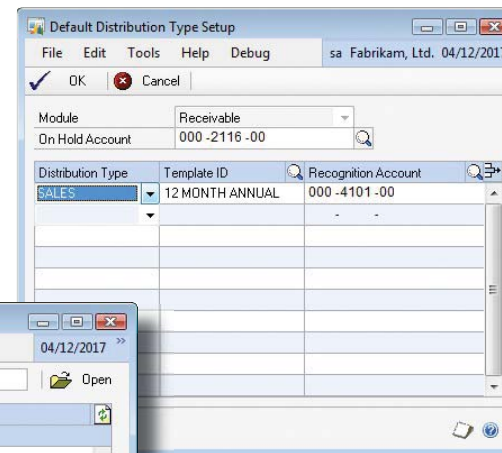
### Additional Modules & Product Integrations

- Sales Order Processing Module
- Purchase Order Processing Module
- Advanced Recurring Contract Billing
- Multi-Entity Management



**Control** how you calculate your recognition amounts and posting options.

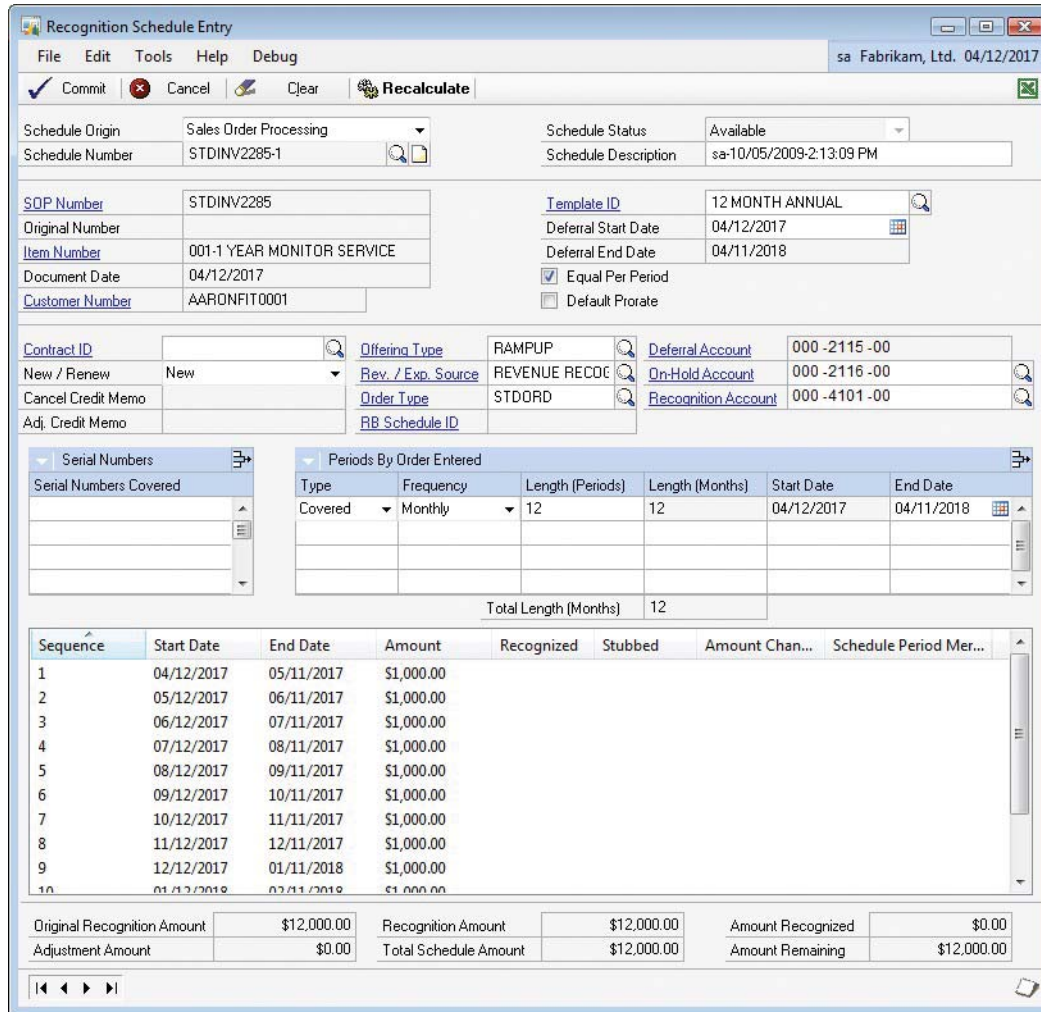
**Manage** the accounts you use for AR/AP/GL deferrals and recognition. "On Hold" accounts can be selected to enhance deferral reporting options.



**Maintain** numerous recognition templates for every type of deferral time frame.

# Recognition Schedules

Recognition schedules outline the exact deferral amounts and timelines for transactions. Schedules are the same for all modules and can be modified prior to the recognition of revenues or expenses. Each schedule contains links to originating data such as the SOP number, item number and the customer.



Recognition Schedule Entry

File Edit Tools Help Debug sa Fabrikam, Ltd. 04/12/2017

Commit Cancel Clear Recalculate

Schedule Origin: Sales Order Processing  
Schedule Number: STDINV2285-1  
Schedule Status: Available  
Schedule Description: sa-10/05/2009-2:13:09 PM

SOP Number: STDINV2285  
Original Number:  
Item Number: 001-1 YEAR MONITOR SERVICE  
Document Date: 04/12/2017  
Customer Number: AARONFIT0001

Template ID: 12 MONTH ANNUAL  
Deferral Start Date: 04/12/2017  
Deferral End Date: 04/11/2018  
 Equal Per Period  
 Default Prorate

Contract ID:  
New / Renew: New  
Offering Type: RAMPUP  
Rev / Exp. Source: REVENUE RECDE  
Deferral Account: 000 -2115 -00  
On-Hold Account: 000 -2116 -00  
Cancel Credit Memo:  
Order Type: STDORD  
Recognition Account: 000 -4101 -00  
Adj. Credit Memo:  
RB Schedule ID:

Serial Numbers Covered

Periods By Order Entered

Type	Frequency	Length (Periods)	Length (Months)	Start Date	End Date
Covered	Monthly	12	12	04/12/2017	04/11/2018

Total Length (Months): 12

Sequence	Start Date	End Date	Amount	Recognized	Stubbed	Amount Chan...	Schedule Period Mer...
1	04/12/2017	05/11/2017	\$1,000.00				
2	05/12/2017	06/11/2017	\$1,000.00				
3	06/12/2017	07/11/2017	\$1,000.00				
4	07/12/2017	08/11/2017	\$1,000.00				
5	08/12/2017	09/11/2017	\$1,000.00				
6	09/12/2017	10/11/2017	\$1,000.00				
7	10/12/2017	11/11/2017	\$1,000.00				
8	11/12/2017	12/11/2017	\$1,000.00				
9	12/12/2017	01/11/2018	\$1,000.00				
10	01/12/2018	02/11/2018	\$1,000.00				

Original Recognition Amount: \$12,000.00  
Adjustment Amount: \$0.00  
Recognition Amount: \$12,000.00  
Total Schedule Amount: \$12,000.00  
Amount Recognized: \$0.00  
Amount Remaining: \$12,000.00

**Flexible** deferral schedules are created as transactions are posted.

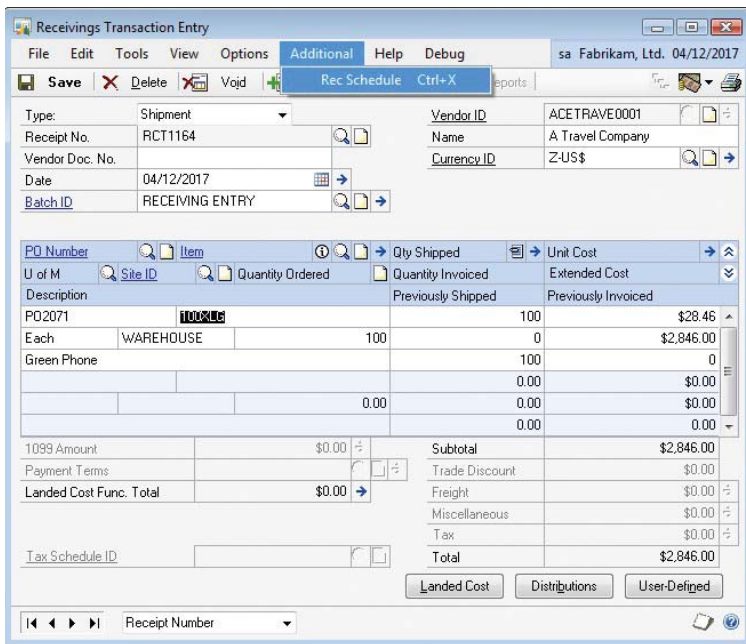


## The SOP Module

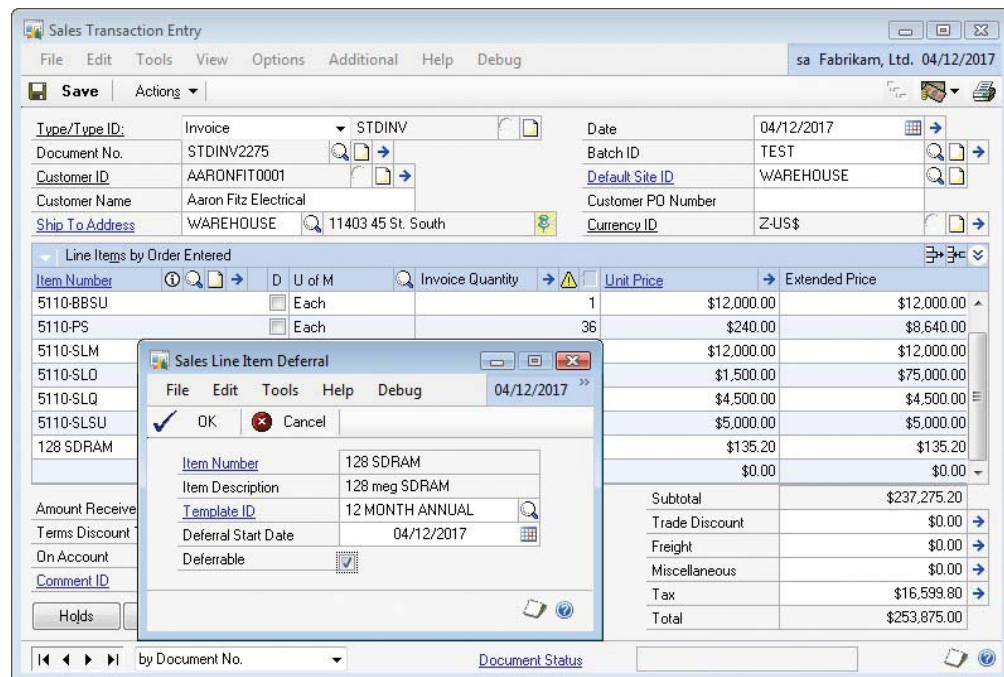
As you process sales transactions, you will be given the option to modify deferral options for each line item, giving you the flexibility to have a mix of items that are deferrable and non-deferrable on each invoice. This flexibility will help reduce the need to split invoices into multiple invoices based on different delivery dates or deferrable versus non-deferrable items. This significantly helps automate your revenue deferrals and recognition processes.

## The POP Module

Advanced Revenue & Expense Deferrals also provides deferral functionality within the Purchase Order Processing module. Transactions entered using Receiving Transaction functionality with the Shipment Type selected can be deferred to accurately track purchase costs.



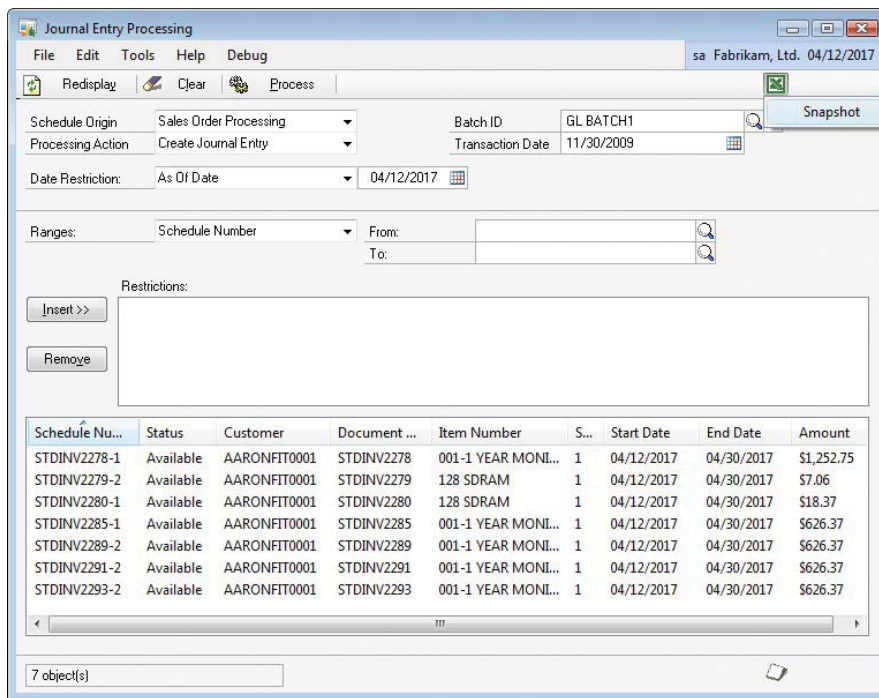
**Manage** sales transactions with greater flexibility by applying deferral options to only the items that need to be deferred. While deferral settings can be defaulted per item, you can override them during transaction entry. Each deferral item will have its own deferral schedule.



**Create** deferral schedules with the same control found within the SOP module for items within Shipment Type transactions in the POP module.

# Automated Journal Entry Processing

One of the most time-consuming processes related to managing revenue or expense recognition is journal entry postings. Posting hundreds of journal entries alone during each revenue or expense recognition period can take hours if not days. With Binary Stream's Advanced Revenue & Expense Deferrals, you can automate or modify your journal entries in a mass, streamlined approach. Whether you want to recognize revenues in arrears or in advance, this process gives you the control of creating journal entries when you want. Through one simple process, you can post journal entries for one or many deferral schedules and keep your financial data up to date and accurate. Additional adjustment features such as journal entry reversals, adjustments, and audit reports give you additional control over your data to ensure its accuracy.



**Streamline** recognition journal entries using a batch process. All entries can be reversed if errors are found and data can be exported to Microsoft Excel for further analysis prior to processing.



# Deferral Schedule Management

## Easily Update Deferral Schedules

**Place** deferral schedules “on hold” to prevent revenue/expense recognition and create journal entries to move balances from deferral accounts into on-hold accounts.

**Cancel** schedules to prevent further recognition of revenues/expenses and create journal entries to reverse deferred revenue only or both deferred and previously recognized revenues.

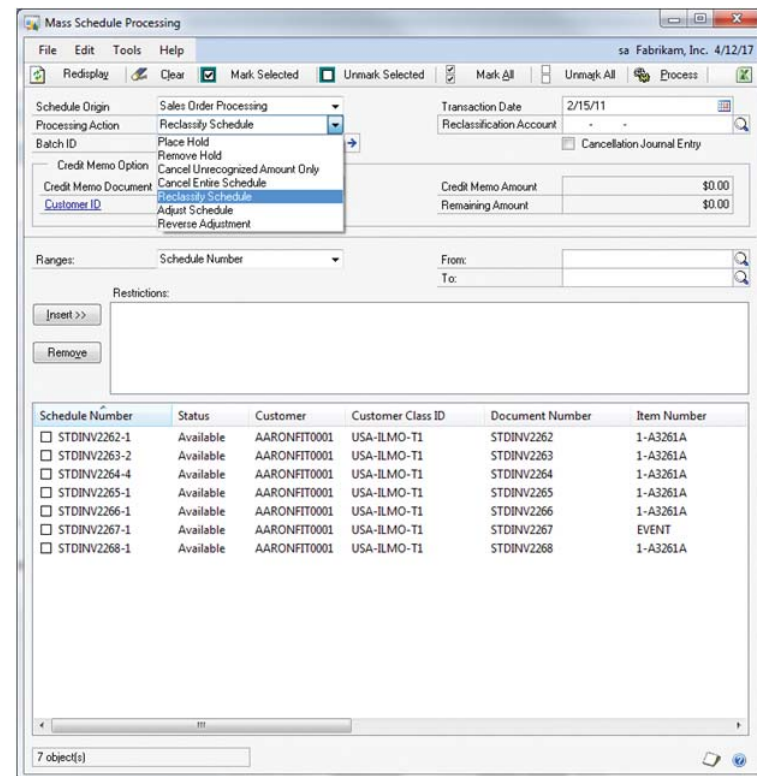
**Reclassify** schedules to create a journal entry that moves the remaining unrecognized amount on a schedule from one deferral account into another.

**Adjust** schedules by applying a credit memo to decrease the Recognition Amount. You can apply credit memos to unrecognized amounts only or to both recognized and unrecognized amounts.

**Export** data to Excel for further analysis.

Your revenue and expense deferral schedules need to be flexible as your business requirements, which may be continuously changing due to customer and vendor demands. Advanced Revenue & Expense Deferrals gives you several options to manage your deferral schedules. From exporting data to Excel for graphical representation to mass modifications that can be processed directly within Microsoft Dynamics GP, Advanced Revenue & Expense Deferrals will help you better manage your revenue and expense recognition. As a result this may increase the accuracy of your financial reports.

**Control** your deferral schedules to maximize your financial reporting accuracy.



# Available Inquiries

**Recognition Analysis Inquiry** – Analyze in detail your deferred revenues/expenses against what has been recognized. You have

multiple options to filter and range your data and export it to Excel to use graphs or formulas.

Recognition S...	Document N...	Item Number	Customer Number	Amount	Document ...	Deferred Acco...	Recognition Ac...
STDINV2261-1	STDINV2261	128 SDRAM	AARONFIT0001	\$2.73	04/12/2017	000-4100-00	000-4101-00
STDINV2270-1	STDINV2270	128 SDRAM	ADAMPARK0001	\$653.52	04/12/2017	000-4100-00	000-4101-00
STDINV2270-3	STDINV2270	24X IDE	ADAMPARK0001	\$20.88	04/12/2017	000-4100-00	000-4101-00
STDINV2271-1	STDINV2271	001-1 YEAR ...	AARONFIT0001	\$574.18	04/12/2017	000-4110-01	000-4101-00
STDINV2274-1	STDINV2274	001-1 YEAR ...	AARONFIT0001	\$626.37	04/12/2017	000-4110-01	000-4101-00
STDINV2287-1	STDINV2287	001-1 YEAR ...	AARONFIT0001	\$600.27	04/12/2017	000-2115-00	000-4101-00

**Recognition Audit Inquiry** – Keep track of every activity that is processed with user, date, and time stamps.

Audit Trail...	Action / Event	Recognition Sc...	Batch ID	Schedule Sta...	Customer Number	Document Number
97	Adjust Schedule	STDINV2274-1	TEST3	Available	AARONFIT0001	STDINV2274
94	Adjust Schedule	STDINV2271-1	TEST2	Available	AARONFIT0001	STDINV2271
95	Adjust Schedule	STDINV2271-1	TEST2	Available	AARONFIT0001	STDINV2271
96	Adjust Schedule	STDINV2271-1	TEST2	Available	AARONFIT0001	STDINV2271
21	Creation of recog jour...	STDINV2269-1	TEST	Cancelled	ASTORSU0001	STDINV2269
50	Creation of recog jour...	STDINV2271-1	TEST	Available	AARONFIT0001	STDINV2271
51	Creation of recog jour...	STDINV2274-1	TEST	Available	AARONFIT0001	STDINV2274
53	Creation of recog jour...	STDINV2270-1	TEST	Available	ADAMPARK0001	STDINV2270

## Create Detailed Reports

Because of the tight integration with Microsoft Dynamics GP, Advanced Revenue & Expense Deferrals gives you the detailed insight into the revenue and expense deferral patterns you need to properly manage your cash and credit flows. By giving you unlimited access to data in Advanced Revenue & Expense Deferrals, you can create the reports that you need. You can use many of the standard reports and inquiries that are already available in Microsoft Dynamics GP. From exporting data to Excel to using other reporting tools such as SmartList Builder, there are many options for your reporting.

# Advanced Recurring Contract Billing

## Features & Benefits

### Features

- Automate the creation of recurring SOP invoices/quotes
- Define deferral options per item
- Prorate charges
- Use inclusion and exclusion terms
- Assign Sales Type accounts on the fly
- Auto-renew contracts
- Streamline support contract processing
- Create multiple billing schedules per customer
- Flexible invoice frequencies
- Import quantities from other systems

### Benefits

- Maximize AR productivity
- Improve receivables turnover
- Minimize manual data entry errors
- Reduce support renewal delinquencies
- Accurate & timely reporting of billing data
- Increase awareness of vital sales activities

The Advanced Revenue & Expense Deferrals software is fully integrated to Binary Stream's Advanced Recurring Contract Billing. This optional integration will give you the ability to setup and automate billing schedules/contracts to create recurring SOP invoices. Each line item can default to Advanced Revenue &

Expense Deferrals options or can be changed during the creation of a billing schedule and be carried over to SOP invoices. If items are deferrable, a deferral schedule will automatically be created when the invoice is created. Advanced Recurring Contract Billing not only supports monthly recurring invoicing needs, but also the needs of organizations that provide annual or quarterly support agreements that are typically renewed for multiple years.

Item Number	Item Type	U of M	Billing Quantity	Unit Price	Price Level	Location
128 SDRAM	OTHER	Each	0.00	\$300.00	RETAIL	WAREHOUSE

**Manage** customer contracts/billing schedules with the ability to define deferral options.

**Streamline** your recurring invoicing processes by mass creating SOP invoices anytime.

Schedule ID	Customer Number	Customer Name	Item Number	Currenc...	Sched...	Billing Freq...	Unit Price	Item Type
<input type="checkbox"/> CONTRACT002	ADAMPARK0001	Adam Park Resort	256 SDRAM	Z-US\$	Active	Monthly	229.95	SDRAM
<input type="checkbox"/> CONTRACT003	ADVANCED0001	Advanced Paper Co.	128 SDRAM	Z-US\$	Active	Monthly	135.2	SDRAM

## A History of Software Success

### About Binary Stream

For over a decade, Binary Stream Software has provided Microsoft Dynamics GP users key industry and enterprise level functionality to optimize critical business processes. As an award winning provider of enterprise solutions for Microsoft Dynamics GP, Binary Stream brings you over 15 software products for Microsoft Dynamics GP to enhance workflow efficiency and lower the total cost of owning Microsoft Dynamics GP. Having received Microsoft's highest honor of being named to the prestigious President's Club in 2007, 2008, 2009 and 2010, Binary Stream is among the top 5% of Microsoft Partners worldwide because of our commitment to client success.

Providing you a unique combination of Dynamics GP domain knowledge along with specific vertical expertise, Binary Stream delivers relevant and complete products for your needs.

- Over 800 customers use Binary Stream products worldwide
- More than 250 partners currently implement Binary Stream solutions
- Binary Stream has been ranked in the top 5% of Microsoft Partners for customer services and product excellence since 2007

With a passion for solving complex business problems, Binary Stream provides software products that enable you to realize the full potential of your ERP system. Working through the Microsoft partner channel, we are committed to providing exceptional return on investment to our clients and continued business opportunity to our partners.



## Product Integrations

**Multi-Entity Management** is the true multi-entity processing solution for Microsoft Dynamics GP users who need the ability to efficiently process transactions from different entities within a single company database. Providing you with comprehensive control over user access to only those facilities that users have access to through a data filtering layer, this solution provides significant productivity gains and lowers the total cost of owning Microsoft Dynamics GP over time.

### Advanced Recurring Contract Billing

Do you bill your clients on a periodic basis? Advanced Recurring Contract Billing was developed to help you set up and automate billing schedules and SOP invoice delivery. To find out more about this product please contact Binary Stream.

**“Binary Stream supplies the Microsoft Dynamics community with the software products to bring people, workflows and technology together. By providing fully integrated ERP industry solutions to enhance existing systems, Binary Stream increases productivity and profitability for users and organizations worldwide.”**

# Our Company

Looking for other **Microsoft Dynamics GP** Add-on Solutions?

Take a look at our other solutions:

- » **Multi-Entity Management**
- » **Investments & Loans Management**
- » **Property Site Management**
- » **Healthcare Materials Management**
- » **Advanced Recurring Contract Billing**
- » **Sales Document Consolidation Manager**
- » **eMailer Manager**
- » **National Accounts For Payables**
- » **Serial & Lot Number Manager**
- » **Vendor Contract Pricing & Rebates**

For more Information about our products, services and partnership opportunities please visit our website at [www.BinaryStream.com](http://www.BinaryStream.com)

