

Revenue Recognition. A tedious, labor intensive and repetitive process that begged to be automated—and Fujitsu did just that.



For every company, revenue recognition is a fact of life. A multitude of compliance mandates—from the SEC, FASB, PCAOB, and AICPA—are driving new reporting requirements that carry significant consequences; from audit woes to inaccurate financial results that can impact company health. Yet, with so much at stake, revenue recognition remains largely a manual undertaking; a tedious job that is error-prone and paper intensive. Companies have relied on costly experts and burdened customer service and accounting personnel with the ongoing task of ensuring that revenue is correctly deferred or accrued, and that sales and financial data are accurately reported. What we heard was—why isn't there a better solution for something so important?

At Fujitsu, we had asked ourselves the same question. And came up with the answer.

Fujitsu's Revenue Recognition Accelerator

Fujitsu's Revenue Recognition Accelerator is the industry's first automated solution to streamline the process of revenue recognition, and meet current regulatory guidelines. Based on our industry leading Business Process Management solution, Interstage Business Process Manager, the Revenue Recognition Accelerator allows companies to save time and manage costs by empowering internal resources and reducing the need for external expertise. Companies can meet the challenges of today's high stakes regulatory mandates by automating the process of revenue recognition and providing reporting information that is accurate, timely and reliable.

Bridging the Gap: From Business to IT

Fujitsu's Revenue Recognition Accelerator allows business users to seamlessly retrieve data from today's standard ERP systems to input and extract revenue information. Based on XML and Java, Fujitsu's Revenue Recognition Accelerator can be easily integrated into a corporation's back end systems, with minimal interruption.

With Fujitsu's Revenue Recognition Accelerator, companies can leverage existing resources and systems to support the multitude of revenue recognition and reporting requirements. Business users—such as customer service or accounting representatives—can easily input sales data and determine the correct amount of current and deferred revenue. Fujitsu has automated the process, eliminating the need for tedious paperwork and manual input, and reducing the potential for errors.

Fujitsu's Revenue Recognition Accelerator automatically calculates amounts based on current regulatory guidelines from the SEC, FASB and AICPA, in particular addressing the requirements of GAAP, SOP 97-2 and SAB 101 & 104. Users input sales and order data through an easy to use, browser-based interface, responding to prompts. With the integration capabilities of Fujitsu's Interstage platform, the Revenue Recognition Accelerator can be easily incorporated into the company's sales or order management system, thereby allowing external business events to automatically trigger the revenue recognition process. Fujitsu's Revenue Recognition Accelerator automatically generates schedules for current and deferred revenue—in weeks, months, quarters or years—based on the needs of a particular business.

A Process Driven Approach—Tailored for Your Company

Fujitsu's Revenue Recognition Accelerator offers a process driven approach—one that breaks revenue recognition accounting criteria into a series of logical steps. Instead of relying on users to initiate revenue recognition, the Fujitsu solution drives the process, ensuring that authorized users are inputting accurate and timely information into the right account and recognized on an on-going basis.



The Revenue Recognition Accelerator can be tailored to accommodate the specific business rules of an organization, establishing ongoing policies and procedures. User-defined rules—such as payment terms, shipping, or pricing—are input to determine the overall framework of company policies. This eliminates the need for users to input the same information for each sale or order, and reduces the possibility of missed or inaccurate information. Users are asked a few simple yes-no questions about each sales order. Revenue is not recognized until all questions are successfully answered, providing a continuous audit trail that documents the current and deferred calculations and the reported revenue.

Compliance Met with Accuracy, Reliability & Accountability

Fujitsu's Revenue Recognition Accelerator is certified by industry experts and provides all necessary data for both corporations and auditors. The system accommodates the general assumptions a corporation makes regarding operations and comes preloaded with all the industry recommended best practices and suggested values. Companies can fine-tune these values to meet their own internal policies and procedures.

Numerous checks and bounds are built into the Revenue Recognition Accelerator processes, to ensure that controls are applied and that exceptions are monitored. The system notifies the appropriate users of initiations and completions, escalation of task and reports on status, facilitating better communications throughout the organization.

With Fujitsu's Revenue Recognition Accelerator, companies can stay current on constantly evolving compliance standards. As laws and regulations change and new mandates are introduced, the Revenue Recognition Accelerator processes can be updated to support new rules. This can reduce the reliance on costly external experts and provide reassurance that companies will stay in full compliance in the future.

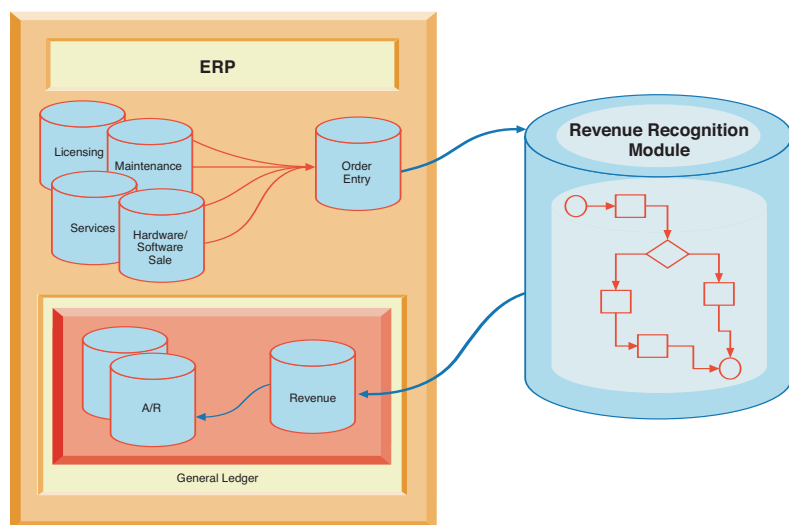
It's Interstage. The Integration Foundation for Your Business.

Fujitsu's Revenue Recognition Accelerator leverages the power of Interstage product suite, incorporating speed, scalability and flexibility into the industry's premier integration platform. Interstage Business Process Manager is the engine that drives the Revenue Recognition Accelerator. The combination of Interstage Business Manager and Revenue Recognition Accelerator provides companies with the agility, adaptability and compliance functionality required to deploy an optimized process for revenue recognition.

Like all products in the Interstage family, Interstage Business Process Manager is standards based, and supports today's most popular and widely used operating environments. Based on XML and Java, the Revenue Recognition Accelerator can be easily integrated into other operational systems, with minimal interruption.

Recognize the Opportunity

Learn more about how Fujitsu's Revenue Recognition Accelerator can help your business meet the challenge of today's compliance mandates. Empower your organization to efficiently handle revenue recognition requirements—saving time, money and impacting your bottom line. Find out how Fujitsu can become the integration platform for your entire business—starting today. Log on to www.fujitsu.com/interstage or contact your local representative at **xxx-xxx-xxxx**.



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