



Charting the course for your enterprise solution

PeopleSoft Software Industry Solutions

Software Contracting Solutions

Software companies face unique challenges in how they recognize revenue, bill for their diverse product lines, and manage their maintenance and subscription product renewals. These challenges include:

- ▶ VSOE analysis of a license order;
- ▶ Revenue recognition based on complex shipping, installation and usage milestones;
- ▶ Invoicing based on complex shipping, receipt, and installation of products;
- ▶ Order backlog reporting;
- ▶ Maintenance renewals.

Revenue Recognition

Software companies often bundle maintenance or subscription services with an initial license order for a single price. The revenue recognition requirement for the license order is usually different than the recognition requirement for the bundled services. Vendor Specific Objective Evidence (VSOE) analysis must be performed to determine the fair value of the bundled services or supporting products. The revenue for these order components is dependent upon delivery of services and supporting products.

Cardinal Point Solutions has extensive knowledge and experience in configuring PeopleSoft Enterprise Financials to meet these industry requirements. We have successfully implemented revenue recognition solutions that meet Generally Accepted Accounting Principles for many software companies that have a wide array of products, services, and product delivery methods.

Billing

Software companies that market license, maintenance, and service products can have complex billing requirements. Cardinal Point routinely recommends standardized PeopleSoft Enterprise Financials configuration solutions to meet streamlined billing business process objectives and customer invoicing requirements.

Maintenance Renewals

Software maintenance term renewals are common in the industry. Vendors continuously seek ways to automate the pricing of the renewable maintenance, simplify the customer notification of the impending renewal, and streamline the execution of the billing for the renewed maintenance term.

Our industry experience combined with our PeopleSoft Enterprise Financials product expertise has allowed us to successfully configure the system to satisfy these maintenance renewal requirements.

Our Implementation Experience

Oracle|PeopleSoft delivers the products; Cardinal Point delivers the solutions. Because of the significance of today's business processes and complexities of the PeopleSoft Enterprise Financial product suite, it is essential to have experience on your team to implement application functionality with industry best practice business processes. Successful implementations require expertise and accurate direction to manage change. Cardinal Point consultants provide the experience and insight necessary to ensure a targeted solution.