Cheat Sheet
Revenue and Expense Deferrals for Sage 300 – SYSTRONICS

Sales Proposition

Reduce your deferral accounting efforts to the click of a button!

Overview

SYSTRONICS Revenue and Expense Deferrals ™ for Sage 300 fully automates deferral accounting, eliminating redundant manual processing and home-grown spreadsheet models. This comprehensive solution seamlessly integrates with all Sage 300 core modules and third-party products, making the deferral processing just another component of the ERP system.

Qualification Questions

- Do you sell services or products that you deliver over a period of time?
- Do rent, insurance and other similar expenditures constitute a large portion of your expenses?
- Do you track the expiry of your contracts?

Questions below should be asked if the customer is using spreadsheets for handling deferral accounting:

- Are all your deferral accounting requirements handled well by spreadsheets?
- What are your reporting requirements for deferral accounting and does your current system handle them appropriately? For example, can you:
  - Check the recognition schedule of each deferred document?
  - Age your deferred revenue?
  - Print audit logs to reconcile deferral balances with General Ledger?

Why SYSTRONICS Revenue & Expense Deferrals?

- Full integration with Sage 300 core modules and all third-party products
- A highly efficient and fully automated deferral accounting solution, that reduces the cost of manual processing and leaves no room for human error
- Data is stored inside the Sage 300 database, easing backup, access control and reconciliation with General Ledger
- No dependency on spreadsheets
- Handles a wide range of recognition schedules, calculation methods and business needs
- Contains comprehensive reports with in-depth coverage of general aspects of deferral accounting
- Runs RD Processing automatically through predefined schedules

Business Problems Solved

- Revenues and expenses are smoothly dispersed throughout service periods, giving a true picture of financial position
- Time spent on calculating and processing deferral transactions and posting them to Sage 300 is reduced to a minimum
- Deferral related information is at your fingertips along with comprehensive reporting that serves well both for executives and middle management
- Smooth delegation of deferral processing tasks inside your accounting team, since the product required few skills, when compared with spreadsheets processing

Customer Stories

Profile 1: A large Investment Fund

Business Problem: The main portion of company's revenue comes from brokerage and asset management fees that should be deferred. Thousands of invoices per period have been deferred and amortized manually over the contract periods.

Solution: Deferral accounting has been fully automated with SYSTRONICS Revenue and Expense Deferrals.

Results: Deferral processing is reduced to a single click, thus improving processing time tenfold.

Profile 2: A Construction Company

Business Problem: The Company bought health insurance premiums for all workers. To reduce time spent on deferring these costs, all payments were expensed immediately, misrepresenting the company's financial performance.

Solution: With the installation of SYSTRONICS Revenue and Expense Deferrals, the company now defers all prepayments, i.e. insurance, employee accommodation, equipment rental and software license fees, dispersing these expenses over the contract periods.

Results: The management now submits correct quarterly figures.

Profile 3: A Software Vendor

Business Problem: Deferral accounting was running in spreadsheet models. Things were fine until the accountant in charge of deferrals left the company. No one in the team had a clue how the spreadsheets worked and how they were integrated with ERP.

Solution: The SYSTRONICS team conducted a thorough requirements gathering process to understand customer's business needs and implemented R/D accordingly. The accounting team attended an in-depth training and was provided with detailed documentation on how to use the product.

Results: Thanks to automation and proper training deferral processing inside ERP became transparent and understandable for everyone in the team. Overdependence on individuals and spreadsheets is now eliminated.