



# RECVUE™

THE INFLECTION POINT FOR GROWTH



ACI WORLDWIDE

# HOW ACI WORLDWIDE DEPLOYED NEXT-GENERATION B2B MONETIZATION

APRIL 18, 2019



**ACI**<sup>SM</sup>  
UNIVERSAL PAYMENTS



**RECVUE**

# POLLING QUESTION #1

Does your company have plans for digital transformation?

- A. Yes, my company is considering the implications on our business model
- B. Yes, my company has plans, but have not yet started active initiatives
- C. Yes, my company has active initiatives in progress
- D. No, we do not have any plans for digital transformation
- E. Not sure



# Holly Roland

VP Marketing  
RecVue, Inc.

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# Olga Glushkova

Director, Customer Success  
RecVue, Inc.





# Kevin Long

## VP Global Cash Operations

### ACI Worldwide

Kevin is responsible for billing, contract administration, and other financial operations in addition to serving as a functional sponsor of ACI's Oracle Cloud (ERP) integration project.

Kevin's 30+ year finance, operations, and accounting career includes management experience in the payment software, credit card, retail banking, merchant acquiring, and processing segments.



# AGENDA

- ACI Worldwide Business Overview
- Challenges & Goals
- Demonstration
- Implementation Results and Lessons Learned
- Questions & Answers

# ABOUT ACI WORLDWIDE

ACI powers electronic payments for more than 5,100 organizations around the world. More than 1,000 of the largest financial institutions and intermediaries, as well as thousands of leading merchants globally, rely on ACI.

Planning to grow from \$1B company today to \$3B company in the next five years.



IN PAYMENTS & SECURITIES  
TRANSACTIONS DAILY



OF THE WORLD'S  
LARGEST BANKS



OF THE LEADING  
GLOBAL RETAILERS

# LEGACY LANDSCAPE

- 80+ Usage-tracking platforms
- Over 100K pricing models
- Oracle EBS (11i and R12)
- Intacct
- Diamant
- Access Database
- Heavy reliance on manual spreadsheets



# CHALLENGES

- High business growth: 4 acquisitions and more planned
- Processing and validating very high volumes of billing transactions in spreadsheets: risky and prone to error
- Lack of automated contract management made it difficult to keep up with terms and uplifts in complex, non-standard contracts
- Over 80 sources of usage data were not integrated to billing
- Billing errors impact productivity and customer satisfaction
- Fragmented data prevented in-depth, timely analysis and forecasting





# GOALS

- Scale existing team and resources to anticipated business growth
- Manage > 250M billable payment transactions/month
- Process efficiencies in all areas of order-to-cash, revenue, and general accounting
- Real time access to data at fee type, product, customer, or contract level
- Automate contracts, ensure billing reflects latest terms and conditions, such as CPI calculations
- Integrate over 80 usage data sources into billing engine
- Increase accuracy and timeliness of billing and invoicing
- Bring together all billing information in a single system to support deeper analysis and forecasting

# KEY SELECTION CRITERIA

- Platform that can scale to process > 250M transactions / month
- Ability to accommodate a wide variety of contract complexity – including the pricing models
- Integrate with Oracle Financials Cloud
- Intuitive user interface to keep training costs low
- Collect usage from multiple sources
- Flexible reporting and analysis



# POLLING QUESTION #2

Which goals are included in your digital transformation plans?

- A. Adjusting the business model in response to market disruption
- B. Increasing or shifting to revenue streams from subscription or usage-based models
- C. Offering more pricing and delivery options for using or acquiring our products and services
- D. Updating or replacing the systems we use for finance and accounting
- E. None of the above

RecVue's Solution

# Next-Generation B2B Monetization Platform



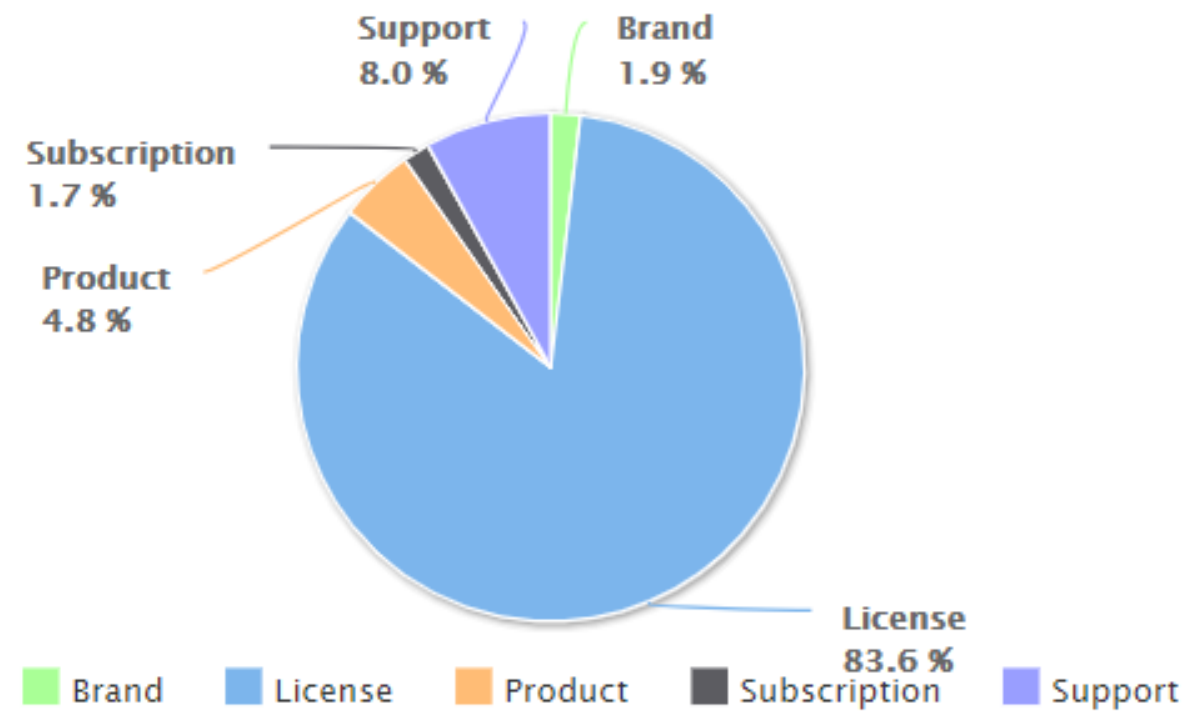
# DEMONSTRATION



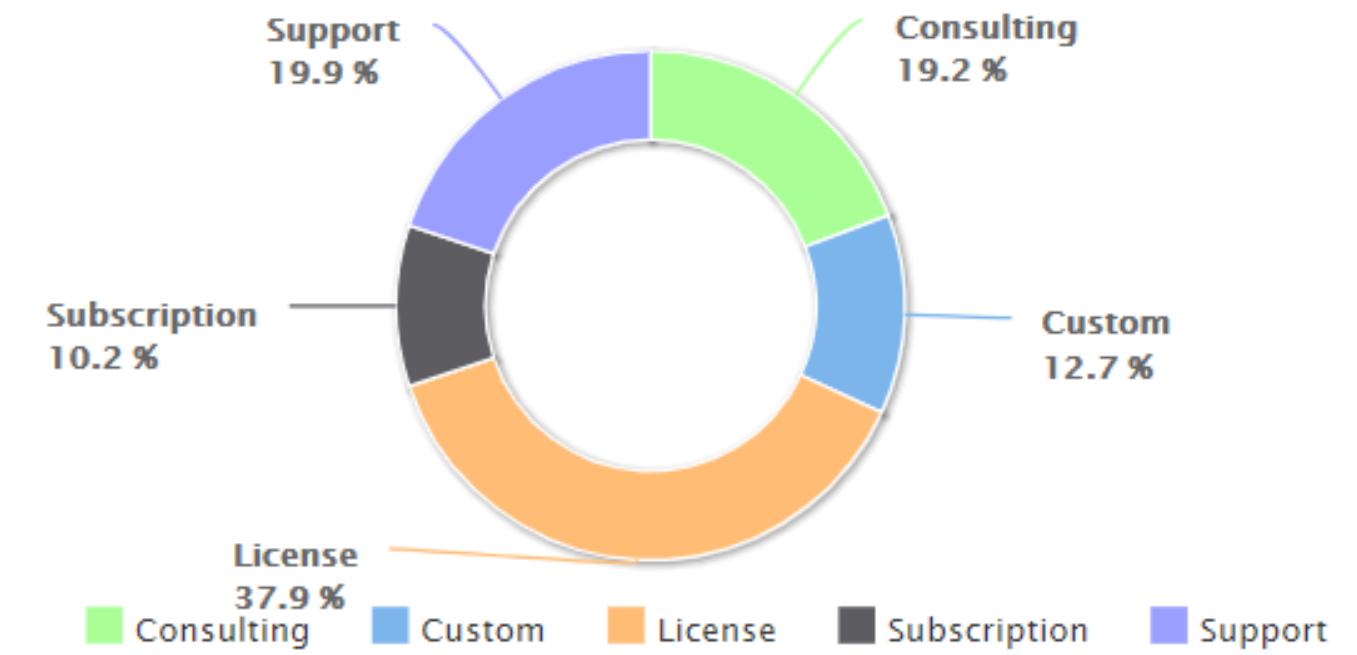
- Home
- KPI
- Orders
- Deliveries
- Billing
- Revenue
- Adjustments
- Co-Term
- Reports
- Import
- Requests
- Previous Imports

Dashboard

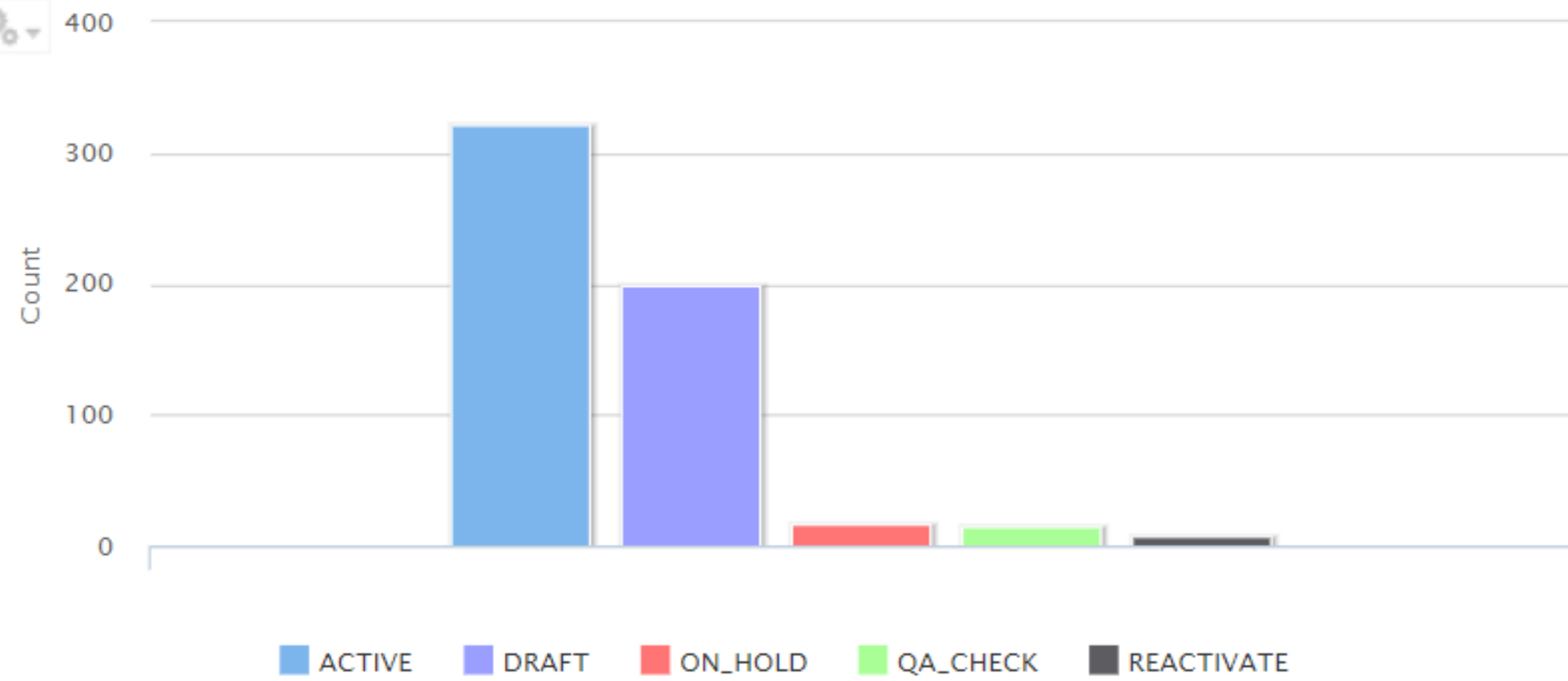
Top Products By Billed Amount



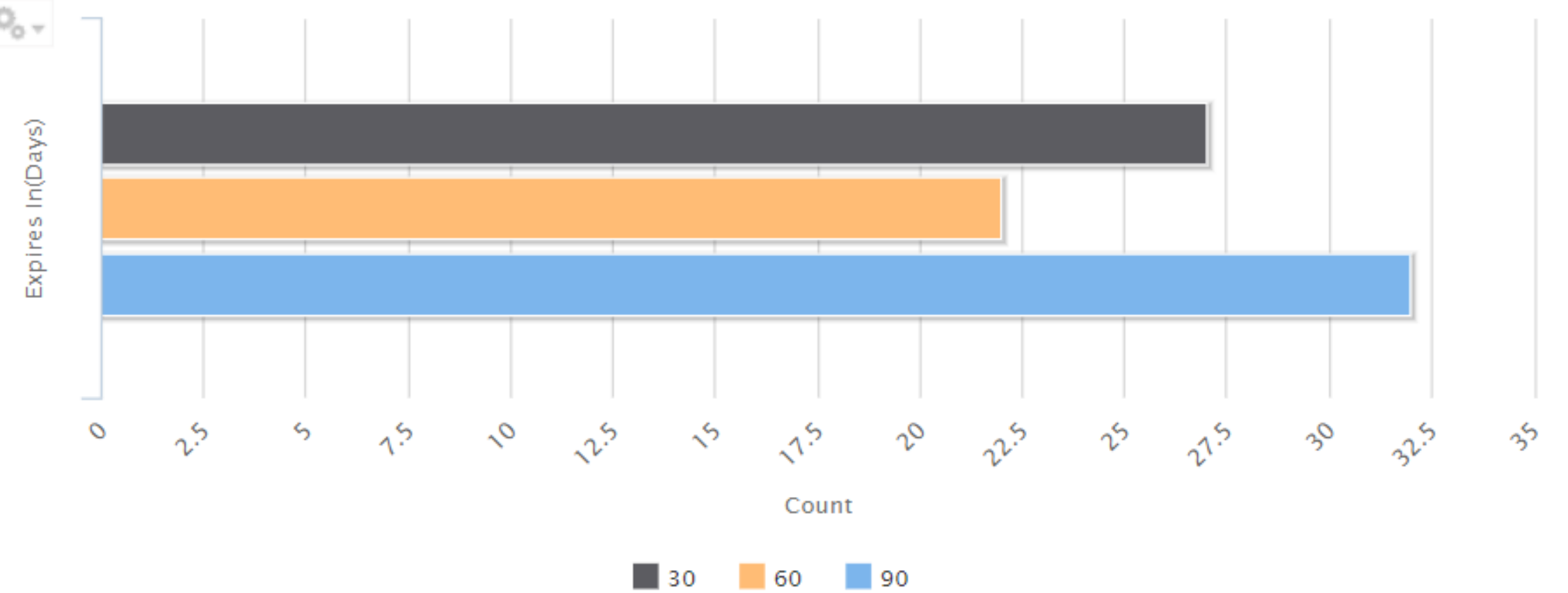
Top Products by Usages



Contracts Status



Contracts Expiring



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RecVue\_5.1, Business World

Active

3,000,000.00  
Total Value

1,500,000.00  
Billed

30,000.00  
Rev Rec

- Main
- Lines
- Charges
- Billing
- Documents
- Amendments
- Payments
- Purchase Orders
- Revenue
- Transactions

Actions Save Close

> Order Details

> Customer and Contacts

> Billing Details

> Fulfillment And Renewal

> Pricing

> Additional Info

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RecVue_5.1, Business World <span style="float: right;">Active</span>		
3,000,000.00 Total Value	1,500,000.00 Billed	30,000.00 Rev Rec

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RecVue\_5.1, Business World

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Main Lines Charges Billing Documents Amendments Payments Purchase Orders Revenue Transactions

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30,000.00

Rev Rec

- Main
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- Transactions

Line #, Customer, Product, Type or Status



+ Add

KPI



Line	Product Desc	Commencement Dat	Initial Term End	Line Type	Tracking	UOM	Quantity	Sell Price	Amount	Status	Actions
1	1 Year Subscription	01-Jan-2018	31-Dec-2018	Recurring		YR	1	3,000,000.00	3,000,000.00	Active	

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3,000,000.00  
Total Value

1,500,000.00  
Billed

30,000.00  
Rev Rec

Main Lines Charges **Billing** Documents Amendments Payments Purchase Orders Revenue Transactions

Customer or Tx #



Advanced Search



Ord Ln#	Product Desc	Type	Period From	Period To	Invoice Date	Quantity	Price	Amount	Delivered	Status	Invoice #	Inv Line #
1	1 Year Subscription	Standard	01-Jan-2018	31-Mar-2018		1	750,000.00	750,000.00	1	Invoiced	11359	1
1	1 Year Subscription	Standard	01-Apr-2018	30-Jun-2018		1	750,000.00	750,000.00	1	Invoiced	11360	1

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RecVue\_5.1, Business World

Active

3,000,000.00  
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1,500,000.00  
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30,000.00  
Rev Rec

Main Lines Charges Billing Documents Amendments **Payments** Purchase Orders Revenue Transactions

Partner



Edit

Partner Name	Partner Site Name	Pay Frequency		
AAA-ABC Consulting	ABC Consulting - Site 1	Quarterly		

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- Transactions

Product Desc

POB Name	G.GLabel.Product Desc	P*	Ext List	Ext Sell	Ext SSP	SSP	FV%	Trx Price	Rev To Date	Type	Rev Start	Rev End	Revenue Rule
Activation	..1 Year Subscription							120,000.00	30,000.00	Standard	01-Jan-2018	31-Dec-2018	Amortized,Monthly Prc

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30,000.00  
Rev Rec

Main Lines Charges Billing Documents Amendments Payments Purchase Orders Revenue Transactions

Invoices Payments Refunds Invoice Adjustments Invoice Item Adjustments Credit Balance

Invoice Date	Invoice Number	Due Date	Invoice Amount	Tax	Misc	Total Amount	Balance	Status
11-Dec-2017	1096590	10-Jan-2018	1,696.50	136.50		1,696.50	0	POSTED
11-Dec-2017	1096855	10-Jan-2018	368.67	29.67		368.67	0	POSTED
10-Sep-2018	11359	10-Oct-2018	815,625.00	65,625.00		815,625.00	65625	POSTED
10-Sep-2018	11360	10-Oct-2018	815,625.00	65,625.00		815,625.00	815625	POSTED

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# 1

UNIFIED  
PLATFORM

- Combined 3 separate billing systems from 4 acquired companies
- Fully integrated with Oracle Financials Cloud
- Manage > 5,000 contracts and automate billing across > 10,000 possible billing identifiers

52%

REDUCED  
TIME-TO-INVOICE

- Anticipate extension to 99% invoice accuracy, up from 97% baseline
- Improved invoice clarity with a single source for contracting and billing
- Leverage consolidated billing capability, eliminating need to invoice on contract by contract or amendment-by-amendment basis

73%

LESS MANUAL  
INTERVENTION

- Automated complex, usage-based calculations
- Reduced manual review of contracts for changes in terms and amendments
- Automatically apply CPI calculations based on contract schedule
- Significantly reduced number of spreadsheets required for usage collection and verification of billing



# 250

MILLION  
TRANSACTIONS /  
MONTH

- Now have visibility into entire population of transactions from over 80 usage systems
- Improved invoice accuracy and customer experience
- Standardized data for analysis and forecasting
- New insight helped to identify potential new revenue streams

# WHAT WE LEARNED

- Its all about the data
- Knowing and documenting key processes, and controls, is crucial to success
- Knowing how you want to generate revenue strategically – now and in the future -- is key to architecting the right solution
- You need a platform that allows you to implement the above

# POLLING QUESTION #3

Does your company have challenges with any of the following?

- A. Require custom systems to help with collecting and processing billing transactions
- B. Must rely on many manual processes and spreadsheets to process billing transactions
- C. Data in too many systems or spreadsheets prevent comprehensive reporting, analysis and forecasting
- D. Revenue leakage may be a problem, but it's difficult to know for sure
- E. None of the above



AGILITY

SCALABILITY

SPEED



# POLLING QUESTION #4

What new technologies or solutions is your company considering to help with digital transformation?

- A. Cloud-based Enterprise Resource Management (ERP)
- B. New sales solutions, such as configure, price, and quote software
- C. Monetization platforms that support subscription and usage-based revenue models
- D. Analytics solutions, such as Enterprise Performance Management
- E. Advanced technologies like artificial intelligence, machine learning or blockchain





LEARN MORE

# HARNESS YOUR REVENUE POTENTIAL

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