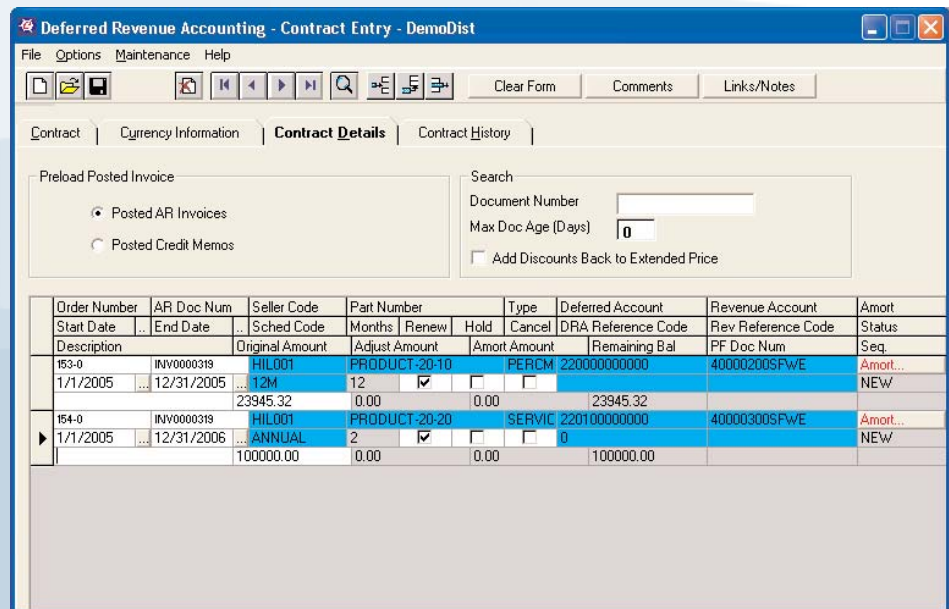


Contract Management

Reduce costs and save time with powerful revenue recognition and billing process automation solutions.

Epicor Enterprise Contract Management provides a robust solution for organizations that regularly defer revenue based on terms of delivery, billing, or length of contract. Contract Management consists of both revenue recognition management and contract renewal applications — Deferred Revenue Accounting and Maintenance Renewal. With these powerful applications, you can automate complex bookkeeping and reporting tasks, streamline your billing process, and increase your contract rate of renewal. Contract Management is part of the award-winning Epicor Enterprise Financials Suite, designed for multicurrency and multicompany accounting functions to deliver performance benefits to your business.



Epicor Enterprise Contract Management generates contracts and maintains amortization schedules for appropriate revenue recognition and audit trail compliance.

Automate Your Deferred Revenue Tracking and Reporting Requirements

Contract Management and Deferred Revenue Accounting automate the handling of deferred revenue tracking and reporting required by companies that offer maintenance contracts and billable services. Beneficial to companies in a wide variety of industries, this application is a critical and compelling solution for computer software companies and service organizations.

Contracts and amortization schedules are automatically generated by Deferred Revenue Accounting based on a contract rules engine. After contract generation, both amortization schedules and contract balances can be easily adjusted, appended, or monitored via the Deferred Revenue Contract Entry form.

Accounting entries are automatically generated either monthly or on-demand to the General Ledger with a complete audit trail of all transactions in compliance with revenue recognition accounting standards. Detailed deferred revenue reporting and online viewing provide easy reconciliation of beginning, current and remaining deferred revenue contract balances. Additional online analytics allow you to forecast deferred revenue streams in future periods.

Proactively Manage and Maximize Your Renewal Rate

Contract Management and Maintenance Renewal provide a seamless, end-to-end contract renewal and revenue recognition process. For a business model that includes service contracts or other scheduled billing, Maintenance Renewal provides customer billing and back-end accounting automation that can save your company tremendous time and effort during the renewal process. Maintenance Renewal increases visibility of all renewable revenue and helps eliminate losses caused by abandoned and expiring contracts.

With Maintenance Renewal, you can pre-bill contract customers by automatically generating and sending pro forma invoices (renewal notices) before deferred revenue contracts expire. You can also easily define when pro forma invoices for expiring contracts should be sent by using filters for contract ending date, customer code, service agreement type, product category or territory code. Outstanding pro forma invoices and contract expiration dates can then be monitored so that follow up actions with customers are scheduled thereby increasing contract retention rates. OLAP cubes are also available to review renewal and cancellation trends.

The pro forma invoice feature in Maintenance Renewal adds significant process flexibility within the billing cycle because a pro forma invoice can be adjusted or cancelled easily online prior to the generation of a standard invoice. For example, a customer may choose to change their service level, negotiate a new price or not renew a contract after they receive a pro forma invoice. Since a pro forma invoice precedes a standard invoice, the renewal process is simplified and streamlined because a pro forma invoice may be adjusted anytime prior to posting, including after it is printed.

Posting pro forma invoices automatically generates unposted invoices in Epicor Enterprise Accounts Receivable, in addition to generating any necessary deferred revenue information. This specialized capability enables tremendous speed and flexibility in dealing with service billings and renewals. It also adds significant automation to what for many companies is a critical but still a time and labor-intensive process. This functionality, along with comprehensive rate-of-renewal reporting, allows you to proactively manage and maximize your renewal rate to help increase your contract revenue.

Take Control of Your Enterprise Today

For more information on how Epicor Enterprise can help you manage your contracts, ensure appropriate revenue recognition and maximize your renewal rate, contact your authorized Epicor Partner, or call Epicor at 800-997-7528 (U.S. and Canada) or 949-585-3700 (international). Alternatively, visit us on the Web at www.epicor.com.

DETAILED FEATURES

DEFERRED REVENUE ACCOUNTING

- Automatic contract generation from posted invoices or credit memos
- Invoice or credit memo auto-load capability within contract entry
- A single contract can cover multiple invoices, or a single invoice can be split across contracts
- Automatically create journal entries to post to the General Ledger
- Adheres to revenue recognition accounting standards
- Additional purchases can append to existing contracts or create new contracts, pro-rated for coterminous expiration
- Automatically amortize monthly, quarterly, semi-annually, annually or alternate defined schedule
- Calculate amortization based on amount, percentage or number of days
- Run postings in trial mode and final

mode, enabling "what-if" scenarios

- Revenue Recognition Transaction Report shows details of all journal entries
- Easily reconcile the revenue recognition system with General Ledger
- Use forecasting report or export revenue information to Microsoft® Excel for forecasting future period recognition
- Contract Listing report provides a summary or detail information of all saved contracts
- Instant online access to currency and contract history information for all contracts
- Multicurrency support
- Integration with Epicor Business Intelligence Explorer
- Integration with Epicor Business Intelligence Analytics for in-depth deferred revenue analysis

MAINTENANCE RENEWAL

- Automatically generate pro forma invoices from existing contracts
- Multiple renewal price basis - including year-to-year, flat amount and alternative product price relationships
- Renewal price caps for price increase year-to-year and/or total lifetime contract price
- Process renewals individually or in batches based on criteria such as contract expiration date
- Generate and print pro forma renewal invoices at any time during the life of the contract
- Easily monitor outstanding pro forma invoices
- Automate customer billing for continued service agreements
- Accept payments against pro forma or final invoices
- Automatically convert pro forma invoices to unposted invoices in

Accounts Receivable

- Automatically create renewal contracts in Deferred Revenue Accounting
- Comprehensive reporting capabilities
- Multicurrency support
- Integration with Epicor Business Intelligence Explorer
- Integration with Epicor Business Intelligence Analytics to review renewal and cancellation trends
- Co-terminus Contract capabilities
- Alerts for special contract requirements



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