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# Revenue Recognition in Order Entry

April 25th, 2023



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# Learning Objectives

*At the end of the session, you will be able to:*

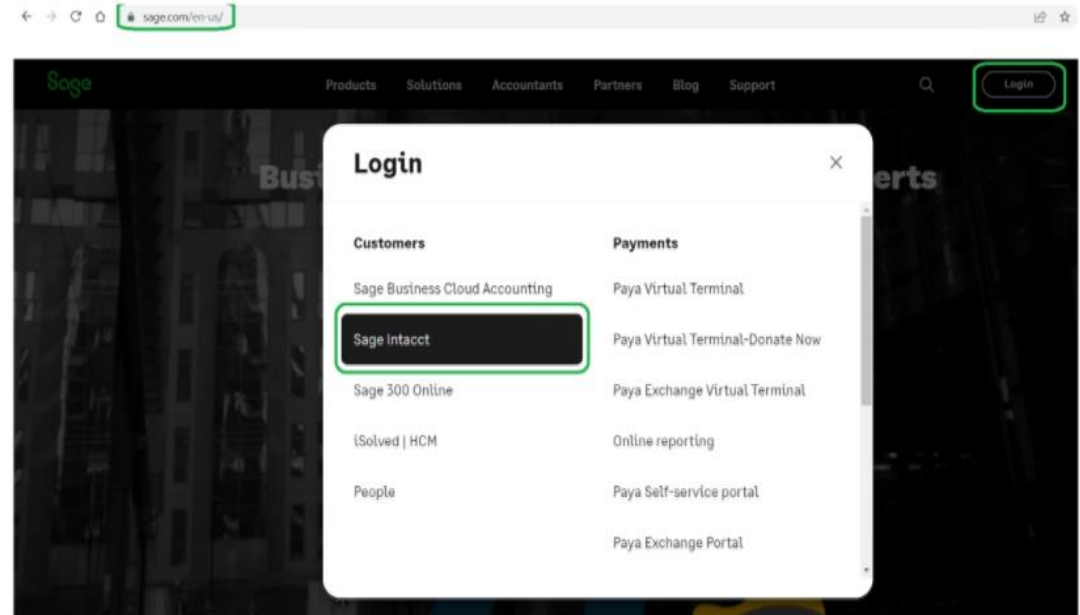
- Review what is included in Order Entry and Revenue Recognition
- Recall how to work with Revenue Recognition templates
- Identify how to manage Revenue Schedules



# Reminder...

- Intacct.com will be getting phased out and changing to Sage.com
- When this change takes place, you will want to select Sage Intacct from the Login button

## Sage.com





# What is included in Order Entry Revenue Recognition

# Project Revenue Recognition Matrix

Feature/Capability	Contracts + Projects	OE RevRec + Projects
<b>Revenue Recognition</b>		
ASC 606 Compliance for Txn vs SSP on project or task based rev rec; meaning supports MEA	Yes	No
ASC 606 Revenue recognition for T&M projects with MEA	Yes	No
Rev Rec by %complete based on actual hours vs. budgeted/estimated/planned hours, project or task	Yes	Yes
Rev Rec by observed % complete - project or task	Yes	Yes
Rev Rec by % complete by milestone (certain percentage values only)	Yes	Yes
Rev Rec by % complete based on actual cost vs. budget	No, but have work-around	Yes**
Rev Rec consideration for project and task % complete as-of-date	Yes	No
Control over bulk calculation of % complete	Yes	No
Ability to process at Top Level and Entity Level	Yes	No – entity only
Offline revenue recognition (initiated on-line)	Yes	No
Project Daily posting of revenue recognition	No	Yes
100% complete override to recognize all revenue	No	Yes



# Project Billing Matrix

Feature/Capability	Contracts + Projects	OE + Projects
<b>Billing</b>		
Time and Materials Billing	Yes	Yes
Scheduled Billing (month offset)	Yes	No
Recurring Billing	Yes	Yes
Fixed fee billing based on actual % complete	Yes	Yes
Fixed Fee Billing Based on observed % complete	Yes	Yes
Fixed fee Billing by % complete by milestone (certain percentage values only)	Yes	Yes
Bill to a maximum	No-on road map	Yes
Billing minimum	No-on road map	No
Invoice currency selection	No-on road map	Yes
Partial Period Billing	Yes	No



# About Revenue Recognition

- Revenue Recognition is amortization of revenue over the life of a contract
- Recognize each allotment of revenue when delivery has taken place or services have been rendered
- Requirements to record as Revenue
  - Seller's price to buyer is fixed and determinable
  - Only showing revenue in period in which it is earned
  - Collectability is reasonably assured

**NOTE: If need for ASC 606 compliance is required, better fit is the Contracts Module**

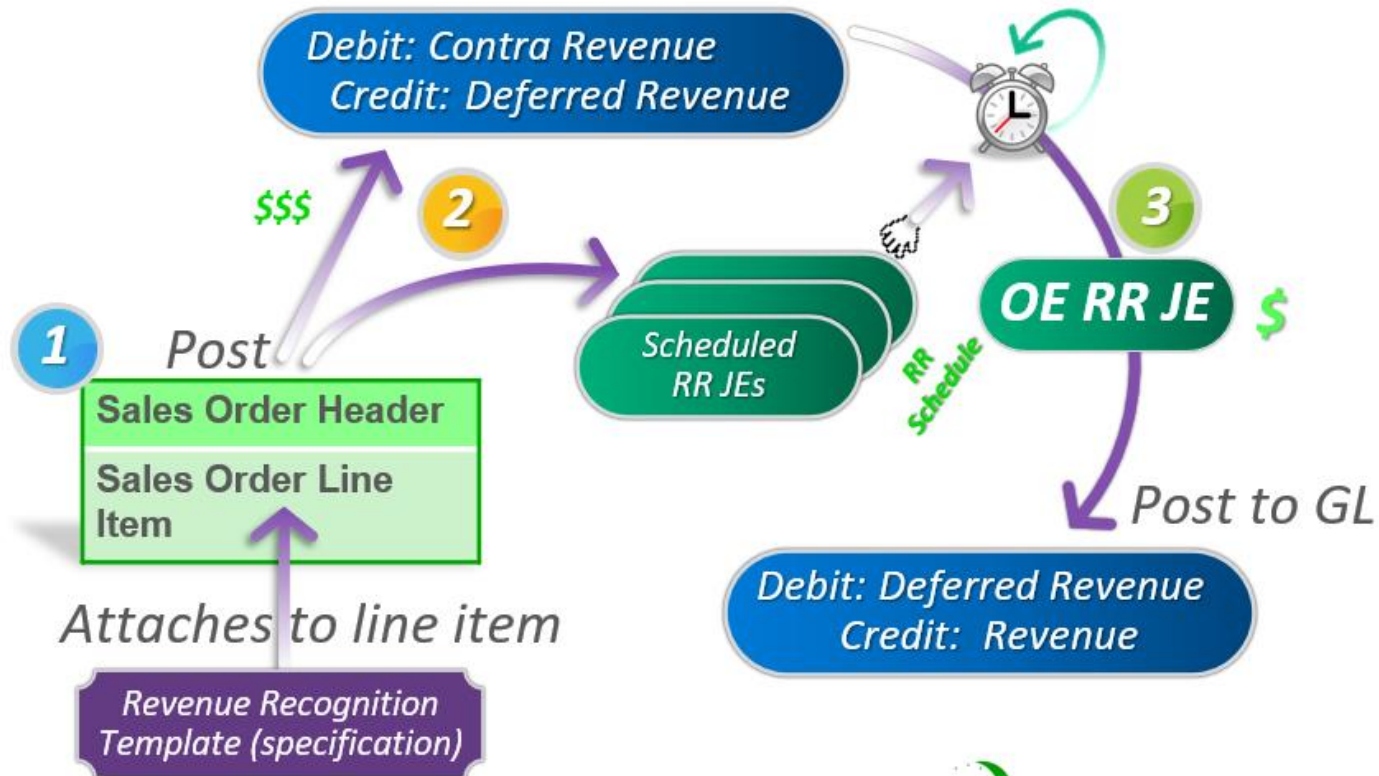




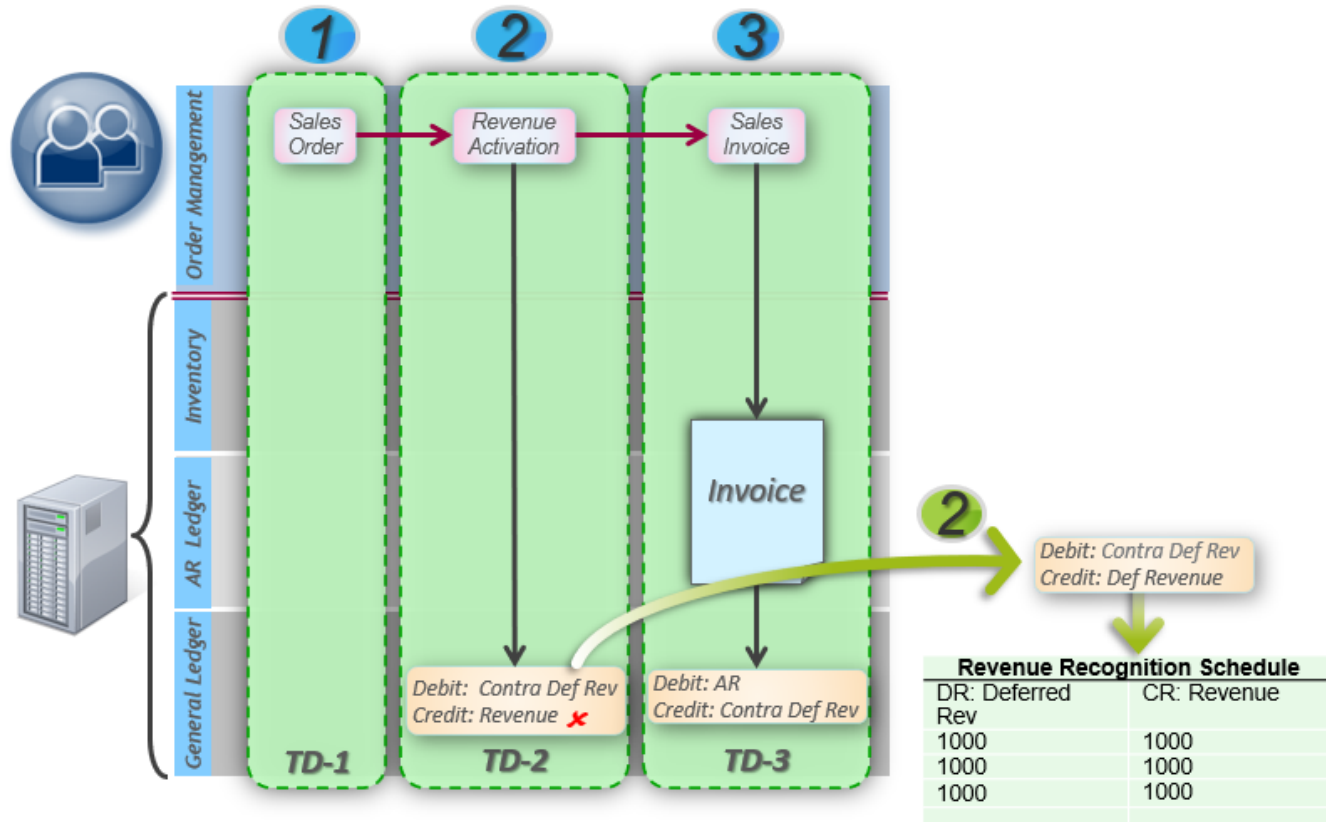
# Revenue Recognition in Order Entry

- Amortization
- Delivery Options
- Separation of Billing and Revenue
  - Example: Quarterly billing with monthly revenue recognition
- Renewals (for simple renewal needs)
- Add-ons such as Salesforce, Avalara, Projects, require Order Entry rather than Accounts Receivable

# Revenue Recognition in Order Entry



# Create Transaction Definitions



# What Journal Entries are booked?

Rev Rec Activation Creates:

Debit: **Contra Def Rev**  
Credit: **Def Revenue** (based on Item and Item GL Group)

Invoice Creates:

Debit: Accounts Receivable  
Credit: **Contra Def Rev** (based on TD Invoice Setup)

Revenue Schedule “Firing” Creates:

Debit: **Def Revenue**  
Credit: Revenue (based on TD Activation Setup)





# Working with Revenue Recognition Templates

# Revenue Management Subscription

★ Home Company ▾

## Configure Revenue Management

### Accounts Receivable

Revenue Recognition

Standard revenue recognition

No revenue recognition

### Order Entry

Revenue Recognition

Standard revenue recognition

Advanced revenue recognition (includes MEA)

No revenue recognition

Edit revenue schedules

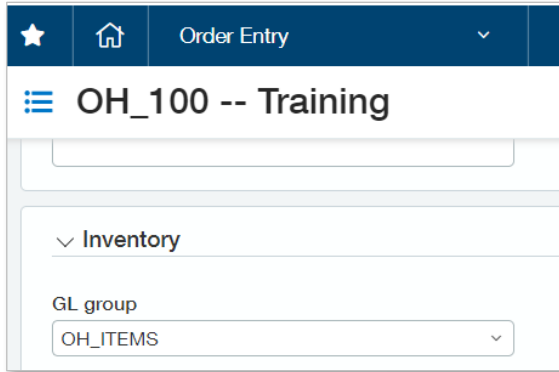
Event-based recognition

**NOTE: Advanced revenue recognition (includes MEA) does appear, but is no longer sold; if need MEA must move to Contracts**



# Items are the Foundation!

- Be sure that:
  - Item GL Group is correct
  - Delivery status is correct
  - Default deferral status no longer applies to new customers

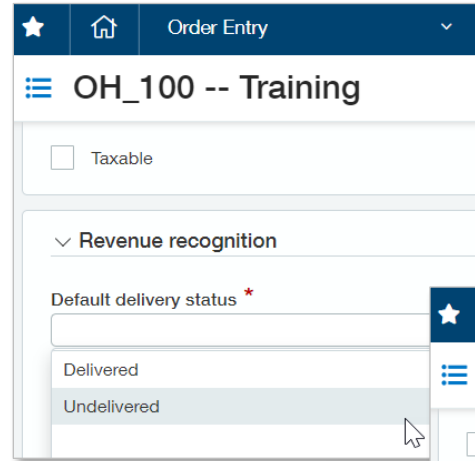


Order Entry

OH\_100 -- Training

Inventory

GL group  
OH\_ITEMS



Order Entry

OH\_100 -- Training

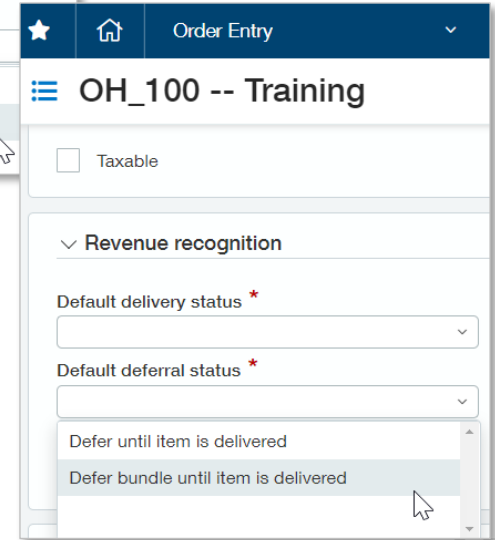
Taxable

Revenue recognition

Default delivery status \*

Delivered

Undelivered



Order Entry

OH\_100 -- Training

Taxable

Revenue recognition

Default delivery status \*

Default deferral status \*

Defer until item is delivered

Defer bundle until item is delivered



# Item Default Considerations

- With Event-based recognition, delivery drives Revenue Recognition Schedule “in progress”
- Setup of Delivery default on item

The image shows two overlapping SAP configuration screens. The background screen is titled "Configure Revenue Management" and has a dark blue header with a star icon, a home icon, and the text "Company". It is divided into two sections: "Accounts Receivable" and "Order Entry". In the "Accounts Receivable" section, under "Revenue Recognition", the "No revenue recognition" radio button is selected. In the "Order Entry" section, under "Revenue Recognition", the "Standard revenue recognition" radio button is selected, and the "Edit revenue schedules" and "Event-based recognition" checkboxes are checked. A large black arrow points from the "Event-based recognition" checkbox towards the foreground screen. The foreground screen is titled "Item Information" and has a light grey header. It shows a "Revenue recognition" section with a dropdown menu for "Default delivery status" set to "Delivered" and a dropdown menu for "Default deferral status" set to "Defer until item is delivered".

**Configure Revenue Management**

Accounts Receivable

Revenue Recognition

Standard revenue recognition

No revenue recognition

Order Entry

Revenue Recognition

Standard revenue recognition

Advanced revenue recognition (includes MEA)

No revenue recognition

Edit revenue schedules

Event-based recognition

**Item Information**

Revenue recognition

Default delivery status \*

Delivered

Default deferral status \*

Defer until item is delivered



# Importance of Revenue Recognition Templates

- It is attached to a transaction line item
- It writes the rules for the schedule
- **Note:** the transactions in the schedule are UNPOSTED
- The Scheduler uses the rules of the Rev Rec Template to post the Rev Rec Transaction
- Can create to:
  - Automatically post
  - Manually post



# What kind of Recognition Schedule?

- 8 schedules available to choose from
- Confirm you know which schedule fits best
- Make sure to name Template for clarity or use Custom View in List

## Revenue Recognition Template

Template ID  
Straightline-Catchup

Template description \*  
Uses Straightline with catch up; auto posting

Recognition method  
Exact days per period, prorate days

- Straight-line
- Straight-line, prorate exact days
- Straight-line, percent allocation
- Exact days per period, prorate days**
- Percent Completed
- Milestone
- Custom

System resume option



# What kind of Term?

- Choose the period
- Posting Day – Specific day of month, daily or End of Period
- Recognition Term
  - Fixed Period – Must define the number of periods
  - Contract Term – Looks to dates on transaction line

Recognition schedule period  
Monthly

Posting day  
15

Recognition term  
 Fixed period  Contract term

System resume option  
 Catch up  Walkforward

# of periods  
Required, only when Recognition term is Fixed period

# Revenue Recognition Template

- Order Entry can use the concept of ‘Catch up’ of ‘Walkforward’ (Accounts Receivable cannot)
  - **Catch up** – when schedule updated with new delivery date, all prior periods not posted will catch up in current month
  - **Walkforward** – based on updated delivery date will walk the contract forward number of days necessary to equal the # of days or original schedule (*fence post moving*)

### Revenue Recognition Template

Template ID  
Straightline-Catchup

Template description \*  
Uses Straightline with catch up; auto posting

Recognition method  
Exact days per period, prorate days

Recognition schedule period  
Monthly

Posting day  
15

Recognition term  
 Fixed period  Contract term

System resume option  
 Catch up  Walkforward

# of periods  
Required, only when Recognition term is Fixed period

Recognition start date  
User Specified

Posting method  
 Automatic  Manual

Status  
Active



# Recognition Start Date

- Transaction Date – Posting date of document
- User Specified – Looks to contract's starting date on transaction line

Recognition start date

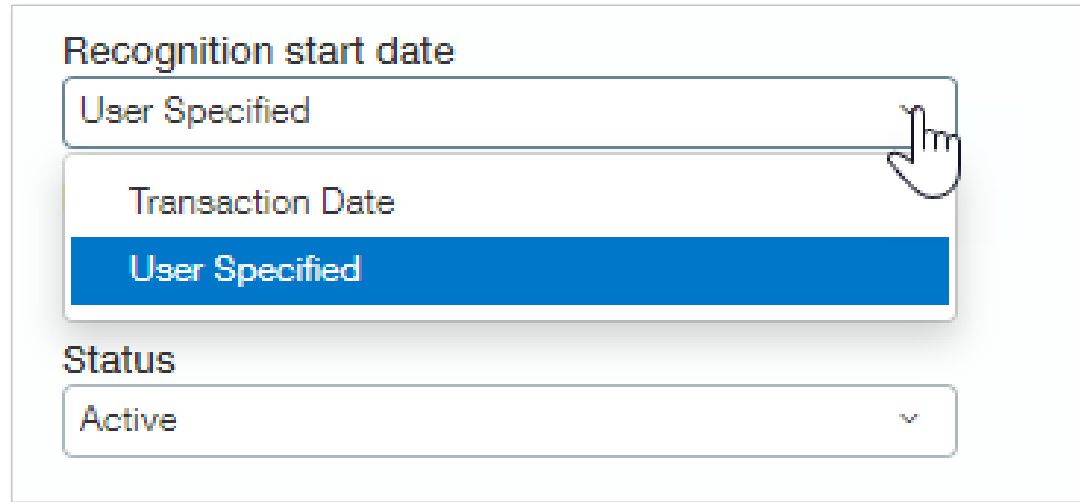
User Specified

Transaction Date

User Specified

Status

Active



# Posting Method

- Automatic
  - Occurs according to the schedule
  - Period should be open
  - In Order Entry, delivery status of item must be set to 'Delivered'
- Manual
  - Gives user control of when actual posting will occur
  - In Order Entry, still need to mark item as 'Delivered'

Posting method

Automatic  Manual

Status

Active ▼





# Templates with Transaction Definition Setup

# Sales Order Transaction Definition

- Does not Post to GL – gives you the opportunity for review

Transaction Definition: OH\_Sales Order

Transaction posting

- Accounts Receivable
- General Ledger
- Don't Post
- Enable additional posting ?

Enable revenue recognition ?

- Post
- Display Only
- Don't Enable
- Enable payment processing ?

Workflow

Transaction conversion

Can be created from: ?	
1	
2	

Enable line item conversion ?

Partial conversion handling ?

- Leave Transaction Open
- Close Original and Create Back Order
- Close Transaction

Enable renewals ?

- Generate
- Display renewal fields only
- Don't enable
- Create renewals from converted line items only





# Activation Transaction Definition

Sets up Revenue Recognition Schedule for Transaction Lines

★ Home Order Entry

## Transaction Definition: OH\_Activation

Multi-currency

Exchange rate type  
Intacct Daily Rate

Display base currency

Transaction posting

Accounts Receivable

General Ledger

Don't Post

Enable additional posting ?

Enable revenue recognition ?

Post

Display Only

Don't Enable

Transaction posting GL account mapping

	ITEM GL GROUP	Warehouse	Customer GL Group	Debit/Credit *	GL Account *	Is Offset?
☰ 1	OH_ITEMS			Credit	4030--Revenue - Servi	<input type="checkbox"/>
☰ 2	OH_ITEMS			Debit	2830--Contra Deferrec	<input checked="" type="checkbox"/>
☰ 3	OH_Equipment			Credit	4010--Revenue - Prod	<input type="checkbox"/>
☰ 4	OH_Equipment			Debit	2730--Contra Deferrec	<input checked="" type="checkbox"/>



# Activation Transaction

**Item Information**

General   Advanced   Contract term   Vendor history

Item type Non-Inventory	Date last sold 01/10/2018	<input type="checkbox"/> Item is inactive
----------------------------	------------------------------	---

Item ID ⓘ  
OH\_100

Name \*  
Training

Product line ID  
[Dropdown]

Extended description  
[Text Area]

Description on sales transactions  
[Text Area]

Unit of measure  
Count

Base unit  
Each

Note  
[Text Area]

GI Part Number  
[Text Area]

Inventory

GL group  
OH\_ITEMS

GL Expense Account  
[Text Area]

In the background, we have:

- Enabled Advanced Workflow and made use of Item GL Group
- Then note on Item GL Group default for Deferred Rev Rec Account

**Item GL Groups Information**

Name  
OH\_ITEMS

Deferred revenue GL account  
[2630--Deferred Revenue - Services](#)

Default revenue recognition template  
--



# Role of Activation Transaction Definition

If a Revenue Template is associated with the OE transaction line:

- Revenue posting is ignored until schedule runs
- Instead, Item GL Group points the posting to the correct Deferred Revenue Account
- Offset debit posts to Contra Deferred account

## Item GL Group - Credit

Item GL Groups Information	
Name	OH_ITEMS
Deferred revenue GL account	<a href="#">2630--Deferred Revenue - Services</a>
Default revenue recognition template	--

## Transaction Definition Posting – Debit (when schedule starts)

Transaction posting GL account mapping							
		ITEM GL GROUP	Warehouse	Customer GL Group	Debit/Credit *	GL Account *	Is Offset?
☰	1	OH_ITEMS			Credit	4030--Revenue - Servi	<input type="checkbox"/>
☰	2	OH_ITEMS			Debit	2830--Contra Deferrec	<input checked="" type="checkbox"/>
☰	3	OH_Equipment			Credit	4010--Revenue - Prod	<input type="checkbox"/>
☰	4	OH_Equipment			Debit	2730--Contra Deferrec	<input checked="" type="checkbox"/>



# Invoice Transaction Definition

- Sales Invoice transaction relieves the Contract Account
- (DR Accounts Receivable/CR Contra Revenue)

★ Home Order Entry

### Transaction Definition: OH\_Sales Invoice

Track line item discount/surcharge  
 Require notes for discounts/surcharges  
 Exchange rate and exchange rate type

Multi-currency

Exchange rate type  
Intacct Daily Rate

Display base currency

Transaction posting  
 Accounts Receivable  
 General Ledger  
 Don't Post  
 Enable additional posting

Enable revenue recognition  
 Post  
 Display Only  
 Don't Enable  
 Enable payment processing

Transaction posting AR account mapping

		ITEM GL GROUP	Warehouse	Customer GL Group	Debit/Credit *	GL Account *	Is Offset?
☰	1				Debit	1100--Accounts Recei	<input checked="" type="checkbox"/>
☰	2	OH_ITEMS			Credit	2830--Contra Deferrec	<input type="checkbox"/>
☰	3	OH_Equipment			Credit	2730--Contra Deferrec	<input type="checkbox"/>



# Order Entry Document Configuration

- Update the Document Configuration

★ Home Order Entry

## Configure Order Entry

Save

General configuration Documents configuration

Documents

		Label	Active/Inactive	Summary frequency	Inventory journal	Rev rec journal	Default deferred revenue account	Additional posting journal	Sales journal
☰	1	<a href="#">OH_Sales Order</a>	<input checked="" type="checkbox"/>	--	--	--	--	--	--
☰	2	<a href="#">OH_Activation</a>	<input checked="" type="checkbox"/>	Each Document	--	OE RR JE	--	--	SREVREC--Standard f
☰	3	<a href="#">OH_Sales Invoice</a>	<input checked="" type="checkbox"/>	Each Document	--	--	--	--	--



# Sales Order Example

**OH\_Sales Order**

Transaction date	Date due	Item totals	Subtotals	Transaction total	Transaction status
05/01/2019	--	38,200.00	0.00	38,200.00	--

**Date \***

**Customer \***

**Project**

**Bill to \***

4520 Main Street  
Suite 700  
Kansas City, MO 64111

**Ship to \***

4520 Main Street  
Suite 700  
Kansas City, MO 64111

**Entries** [Show defaults](#)

	Item ID *	Warehouse	Rev rec template	Start date	End date	Quantity *	Unit	Extended Price
☰	1 OH_100--Training		12 Months	05/01/2019	04/30/2020	1	Each	12,000.00
☰	2 OH_200--Consulting A		12 Months	05/01/2019	04/30/2020	1	Each	1,200.00
☰	3 OH_550--Really Cool I		One Time Charge	05/01/2019		1	Each	25,000.00
☰	4							
<b>Total</b>								<b>38,200.00</b>



# Converted to Activation Transaction

Builds revenue recognition schedule and if 'delivered' starts to process automated schedules

Revenue Recognition Schedule								
Task ID --								
Status	Posting Date	Acct#	Journal	Currency	Txn Amount	Base Amount	Posted Base Amount	
1	Posted	05/10/2019	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	1,000.00
2	Posted	06/10/2019	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	1,000.00
3	Posted	07/10/2019	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	1,000.00
4	Open	08/10/2019	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	0.00
5	Open	09/10/2019	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	0.00
6	Open	10/10/2019	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	0.00
7	Open	11/10/2019	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	0.00
8	Open	12/10/2019	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	0.00
9	Open	01/10/2020	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	0.00
10	Open	02/10/2020	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	0.00
11	Open	03/10/2020	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	0.00
12	Open	04/10/2020	4030--Revenue - Services	OE RR JE	USD	1,000.00	1,000.00	0.00
<b>Total</b>					<b>12,000.00</b>	<b>12,000.00</b>	<b>3,000.00</b>	



# Activation Transaction converted to Invoice

Produces invoices based on recurring schedule chosen

**OH\_Sales Invoice** Print/Email Post & pay Post Cancel More action

05/01/2019 | 05/01/2019 | 2,000.00 | 0.00 | 2,000.00 | Closed | Open

---

**Date \*** 05/01/2019 **GL posting date** 05/01/2019

**Customer** D1003--Andrews McMeel Universal Foundation **Bill to \*** Kathleen Andrews **Ship to \*** Kathleen Andrews

**Project** **Address:** 4520 Main Street, Suite 700, Kansas City, MO 64111

**Document number** INV-000765

Payment status

Open

---

**Entries** [Show defaults](#)

	Location	Department	Item ID *	Quantity *	Unit	Suggested Price	Disc(%)	Discount/surcharge notes	Price *	Base price	Extended Price	Extended Base Price
1			OH_100--Training	1	Each	0.0000000000			2,000.0000000000	2,000.0000000000	2,000.00	2,000.00

---

**Entries**

	Location	Department	Item ID	Quantity	Unit	Suggested Price	Disc(%)	Discount/surcharge notes	Price	Base price	Extended Price	Extended Base Price
1	--	--	OH_200--Consulting After Training	1	Each	0.0000000000	--	--	1,200.0000000000	1,200.0000000000	1,200.00	1,200.00
2	--	--	OH_550--Really Cool Product	1	Each	0.0000000000	--	--	25,000.0000000000	25,000.0000000000	25,000.00	25,000.00







# Manage Revenue Schedules

# Run and Maintain Schedules

The screenshot displays a software interface with a dark blue header and a light blue sidebar. The sidebar contains a list of navigation items: Order Entry (with a dropdown arrow), Dashboards, Reports, Company, Accounts Receivable, Order Entry (highlighted with a blue bar and a right-pointing arrow), General Ledger, Projects, Platform Services, Custom Dimensions, Cash Management, and Accounts Payable. The main content area is divided into two tabs: 'All' (active, underlined) and 'Setup'. Below the tabs, there are three main sections: 'Customers' and 'Items' (both with plus icons), and 'Transactions'. The 'Transactions' section lists: Quote, Order, Shipping, Invoice, and Return, each with a right-pointing arrow. To the right of these lists is a panel titled 'Other transaction activity' containing: Post scheduled transactions, Process transactions, Recurring transactions (with a plus icon), View transactions (with a star icon), and a 'More' section. The 'More' section includes: Manage revenue schedules (highlighted in light blue with a star icon and a hand cursor), Print or email documents (with a star icon), and View email log.



# Run and Maintain Schedules

The screenshot shows the 'Manage Revenue Schedules' page in the 'Order Entry' system. The 'Filters' section is expanded, showing a dropdown menu for 'Show results where I can \*'. The menu options are: 'View all schedules', 'Post revenue from a schedule', 'Place a schedule on hold', 'Resume a schedule from hold', 'Terminate all or part of a schedule', 'Mark an item as delivered', and 'View all schedules' (highlighted in blue). Below the dropdown, the 'In progress' checkbox is checked.

The screenshot shows the 'Manage Revenue Schedules' page in the 'Order Entry' system. The 'Filters' section is expanded, showing the following options:

- Show results where I can \***: Post revenue from a schedule
- Revenue posts on or before**: [Calendar icon]
- Include open period schedules ?
- Include automatic posting schedules
- Revenue schedule status**:
  - Not started
  - In progress
  - On hold
  - Partially terminated
  - Terminated
  - Completed
- Revenue recognition template**: [Dropdown arrow]



# Order Entry Revenue Recognition Reports

The screenshot displays a software interface with a dark blue header and a light blue sidebar. The sidebar contains a list of navigation items: Order Entry (selected), Dashboards, Reports, Company, Accounts Receivable, General Ledger, Projects, Platform Services, Custom Dimensions, Cash Management, Accounts Payable, Time & Expenses, Purchasing, and Inventory Control. The main content area is divided into sections: 'All' and 'Setup' (with 'All' selected), 'Customers', 'Items', and 'Transactions'. The 'Transactions' section lists: Quote, Order, Shipping, Invoice, and Return. To the right, there are three columns: 'Other transaction activity' (with sub-items: Post scheduled transactions, Process transactions, Recurring transactions, View transactions), 'More' (with sub-items: Manage revenue schedules, Print or email documents, View email log), and 'Custom Views' (with sub-items: Backlog, Customer aging, Deferred revenue, Item profitability, List reports, Order analysis, Order entry status, Recurring transaction, Renewals forecast, Sales analysis, Sales recurring). A dropdown menu is open over 'Deferred revenue', listing: Details, Forecast, Forecast graph, and Revaluation. At the top right, there are buttons for 'Duplicate' and 'Print to...'. An 'Overview' link with an external icon is also visible.



# Order Entry Revenue Recognition Reports

## Deferred Revenue Details:

- Shows details of customers and transactions for which you have deferred revenue, such as Customer ID's, names, amount deferred, amount recognized, and the gain or loss recognized.

## Deferred Revenue Forecast:

- Shows how deferred income is recognized as revenue over time. Use report to forecast revenue by time period, account, customer, and more

## Deferred Revenue Forecast Graph:

- Illustrates how deferred income is recognized as revenue over time. Use any of several types of graphs to visually track deferred income by time period, account, customer and more..

## Deferred Revenue Revaluation Report:

- Available for companies that use multiple transaction currencies and revenue recognition



# Resources

- Sage University Training & Release Notes
- Intacct Customer Office Hours
- View and Subscribe to the CLA Intacct Blog

<https://blogs.claconnect.com/intacct/>

- Continue to join our monthly Sage Intacct Webinars

[2023 Sage Intacct Webinar Series : 2023 : Events : CLA \(CliftonLarsonAllen\) \(claconnect.com\)](https://blogs.claconnect.com/intacct/)



The screenshot shows the Sage Intacct Blog homepage. At the top left is the CLA logo. A search bar is located at the top right. Below the search bar is a navigation menu with the following items: "Get More Sage Intacct Resources", "Request a Demo/Product Tour", "Free Trial", "Register for the CLA Sage Intacct webinar series", "Register for a Sage Intacct webinar", and "Current Sage Intacct Customer Login". The main content area features a featured article titled "Incorporating Sage Intacct Order Entry for Itemized Billing" by Ashley Klapperick, dated July 24, 2022. The article includes a social sharing sidebar with icons for LinkedIn, Facebook, Twitter, Email, and Print, and a "SHARE" button. The article text discusses the benefits of Sage Intacct's Order Entry application, such as eliminating the task of tracking down itemized details and integrating with Accounts Receivable. A photograph of a woman using a tablet is also visible. A "Subscribe to Blog" button is located in the top right corner of the article area.



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