

Revenue Administration Business Process Optimization

► PROTECT REVENUE

Optimize contract-based business processes for efficiency

The revenue value chain is one of the most critical business processes, often disturbed by system loopholes, weak operational policy and task redundancy. Firms diligent in preserving the best process and policy are attentive to the following systems:

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|--|-----------------------|--------------------------|---|--|
| 1 Order processing and management | 2 Legal Review | 3 Cash collection | 4 Revenue Accounting and Contract Administration | 5 Inventory processing and management |
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► GET EARNINGS FASTER

Accelerate revenue collection with leaner organization

Our review affords our clients a faster time to revenue by evaluating product and services lines, organizational boundaries and system capabilities, while ensuring compliance to Revenue Recognition rules and Corporate Governance standards

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| <input checked="" type="checkbox"/> Improved processing time | <input checked="" type="checkbox"/> Decreased time to customer fulfillment | <input checked="" type="checkbox"/> Improved customer license compliance |
| <input checked="" type="checkbox"/> Decreased operational activity | <input checked="" type="checkbox"/> Accelerated time to revenue | <input checked="" type="checkbox"/> Decreased operation expenses |

► TRUST OUR EXPERTISE

Depend on PCG to yield quicker revenue returns

Our methods of analysis will identify and address all gaps and points of redundancy in company procedures. Be confident in knowing that our review will result in higher profits from decreased operational costs and more efficient systems.

Value Generation from Application of Methodology

PCG Applications of Methodology:

- We use strategy, organization, people, controls and IT review methodology to determine process gaps, weaknesses, and white spaces.
- We perform analytical review to confirm our hypothesis.
- We conduct process owner and key stakeholder interviews to solidify issues.
- We report on process change recommendations using the above categories.

Value Generated:

We generate company value that includes, but is not limited to:

- Decreasing operational expenses by decreasing number of touch points in process
- Automation, remove redundant or unnecessary controls, appropriate activities to the correct function and organization.
- Improves customer satisfaction and loyalty for the 'long term' as they will not be hit by licensing surprises.

Components of Business Process Optimization



**Our work has accelerated time-to-revenue and maximized return on investment for our clients.
Let us do the same for your company.**