



**Out-of-the-box integration with CallidusCloud Commissions and easy import of historical data.**

**Configurable UI to manage accounting policies and create real-time reports.**

**Automated dual accounting with multiple books (i.e. ASC 605, ASC 606, etc.).**

**Automatic categorization and amortization of commissions.**

**Configurable reports including cost waterfall and asset balance.**

## About CallidusCloud

Callidus Software Inc. (NASDAQ: CALD), doing business as CallidusCloud®, is the global leader in cloud-based sales, marketing, learning, and customer experience solutions. CallidusCloud enables organizations to accelerate and maximize their lead to money processes with a complete suite of solutions that identify the right leads, ensure proper territory and quota distribution, enable sales forces, automate configure price quote, speed up contract negotiations, and streamline sales compensation—driving bigger deals, faster. Over 5,800 leading organizations, across all industries, rely on the CallidusCloud Lead to Money suite to close more deals and make more money faster.

# CallidusCloud RevSym for Commissions

## Automate commissions accounting with RevSym for Commissions

RevSym for Commissions was purpose-built to address the commissions accounting challenges posed by ASC 606 and IFRS 15. Modern finance teams use RevSym to automate the categorization and amortization of commissions payments and other costs, delivering real-time GAAP reporting.

ASC 606 and IFRS15 accounting standards introduce significant policy changes for finance, including new requirements for cost and commissions accounting. The new commissions accounting requirements impact compensation plan design and also create complexity around accounting policies and reporting. Commissions and bonus payments now need to be identified, categorized, and accounted for based on various transaction and contract attributes.

RevSym for Commissions automates the accounting for commissions and other contract costs at the portfolio or deal level. RevSym allows finance teams to configure policies that automate the identification and amortization of commissions and bonuses for new contracts, contract renewals, and contract modifications/cancellations. RevSym's multiple books functionality enables dual reporting (i.e. ASC 605/606), while configurable reports provides real-time visibility into cost waterfalls, asset balances, and more.

RevSym for Commissions has an out-of-the-box integration to CallidusCloud Commissions, enabling customers to adopt the new accounting standards without relying on custom reports or manual processes in spreadsheets. Modern finance teams rely on RevSym for Commissions to take the heavy lifting out of commissions accounting.

