

A background image of a business meeting with several people looking at documents. The image is overlaid with large, semi-transparent green shapes in various shades, creating a modern, professional aesthetic. The text is placed over these green areas.

**Leapfin**

VS

**ZUORA REVPRO**

# ZUORA REVPRO

Designed as a specialized on-premise revenue recognition software, **Zuora RevPro** is best suited for enterprise B2B companies with low volume of highly complex and custom contracts.

RevPro works best with Zuora's suite of subscription products such as Zuora Billing, but has limited integrations with vendors outside of the Zuora ecosystem.

Typical Zuora RevPro implementation averages around 12 months.



**LEEYO**<sup>®</sup>

Founded in 2009, Leeyo Software built RevPro in order to solve complex revenue recognition processes for enterprise companies. In 2017, Zuora acquired Leeyo RevPro in order to complete its portfolio of subscription-based applications prior to its IPO in 2018. Zuora is a leading provider of subscription order-to-cash solutions built for today's Fortune 500 including Zuora Central Platform, Zuora Billing, Zuora CPQ, and Zuora Collect.

## A DEEPER DIVE INTO REVPRO'S PROCESSES

1  **CONFIGURE TEMPLATES & ASSIGN HIERARCHIES**

Prerequisites (e.g. file specifications, fields mapping, grouping) need to be performed to ensure raw data matches templates. Each revenue contract must be defined and assigned SSP hierarchy.

2  **UPLOAD CSV FILES**

Must use specified templates to upload data from transactions/cost, events, bundles, and manual JE. Export uploaded CSV file to local system.

3  **VIEW TRANSACTION-LEVEL DETAIL**

4  **RUN CUSTOMIZABLE REPORTS**



We are the only fully automated revenue sub-ledger built for **high growth Internet companies** with **high volume** and **revenue complexity**.



Leapfin leverages Robotic Process Automation (RPA) to streamline your company's revenue operations and reduce time-to-close by over 90%.

### **REVENUE RECOGNITION**

Ensure compliance with ASC 606 and IFRS 15. Automate complex revenue recognition rules such as SSP reallocation, trigger-based recognition, and mid-cycle amendments.

### **ORDER-TO-CASH RECONCILIATION**

Connect the dots between sales and bank settlements. Full visibility into every single transaction with multi-currency and FX conversion support.

## OUR REVENUE PROCESS AUTOMATION PLATFORM

### 1 **SEAMLESS INTEGRATION**

Our highly scalable platform connects to your existing systems and handles any volume of historical & real-time data.

### 2 **ROBOTIC PROCESS AUTOMATION**

Leapfin fully automates all revenue processes and eliminates data discrepancies/manual errors with our RPA rules engine.

### 3 **CONTINUOUS CLOSE**

Accurate revenue reports are available real-time, empowering you to make the right decisions for your business.



## ONE-CLICK INTEGRATIONS





For high growth Internet businesses with high volume & revenue complexity

For enterprise B2B businesses with low volume but complex contracts that require customization

**Leapfin**

**ZUORA REVPRO**



**INFINITE SCALABILITY**



SaaS solution built for large transaction volume



On-premise product not designed for high growth Internet companies



**SEAMLESS INTEGRATIONS**



Seamlessly integrate with ERPs, CRMs, billing, payment, in-house systems



Must upload CSV files to import transactions, costs, etc. from payment systems



**FULLY AUTOMATED**



Leapfin's rules engine automates everything from integration to reporting



Data must be manually uploaded via CSV files



**LOW TOUCH IMPLEMENTATION**



Limited engineering resources required



Heavy engineering resources necessary. Additional cost of Professional Services.



**TIME TO VALUE**



< 3 months until Leapfin is fully integrated & up and running



Average implementation of 12 months



**REPORTING CAPABILITIES**



Build your own customizable reports or choose from our existing stack



Highly customizable reports for internal and external stakeholders



**CASH RECONCILIATION**



Easy order-to-cash reconciliation automated within Leapfin



Capabilities offered in Zuora Billing. Must purchase separately.

## HERE'S WHAT OUR CUSTOMERS SAY

*We evaluated many revenue recognition solutions on the market, and only Leapfin could support our business complexities and rapid growth.*

**TOP HAT**