

Harmonic Networks Deploys Leeyo's RevPro Revenue Recognition, Automation and Management Suite -- Gains Increased Speed, Accuracy, Simplicity, Flexibility and Compliance

The Associated Press

Leeyo Software, a provider of software for revenue recognition automation and management, helps a wide variety of companies automate and manage all key revenue-recognition requirements. Harmonic Networks is one such company, and has experienced a broad range of significant benefits from the use of Leeyo's RevPro -- the most complete revenue recognition software suite on the market.

The majority of corporate accounting professionals today use large, customized spreadsheets to help track and allocate revenue, since most ERP systems do not include the kind of robust revenue cycle management capabilities needed to meet the accounting and regulatory requirements for companies with multiple element sales arrangements. In late 2011, Harmonic Networks' Revenue Director, Kathy Pearson, decided the time had come to move beyond this out-dated practice, to leverage the power of their existing ERP platform, and to implement a more effective and flexible "best practices" approach to the financial period close process.

"The customized revenue spreadsheet we were using had grown beyond practical use -- and it only continued to grow, month by month," said Pearson. "We knew we had to either customize our ERP system or find existing technology on the market that would deliver the capabilities we knew we needed. Leeyo turned out to be exactly the right choice."

Leeyo's implementation and professional services teams worked closely with Pearson's staff and Harmonic Network's IT professionals to ensure a smooth transition to RevPro's powerful automation. Data source location and integrity were critical, as were the details of prices, sales agreements and contracts, product descriptions. "Throughout the process, Leeyo was always there," said Pearson. "Our teams were tightly linked, working very closely together to make things happen on time."

"Harmonic Networks has been a great example of how RevPro can quickly deliver all the benefits we talk about -- and they're a wonderful group to work with, which made our efforts that much more rewarding," said Karthik Ramamoorthy, Leeyo's Vice President of Services. "We're confident RevPro will continue to play an important part in Harmonic Network's growth for many years to come."

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RevPro automates and manages every process facing a revenue team -- seamlessly integrating with the quote-to-cash processes of any ERP system to deliver unparalleled visibility, functionality and configurability to the revenue recognition and reporting process. With RevPro, users:

Automate all key revenue recognition requirements
Simplify all aspects of revenue and COGS management
Monitor revenue and all related activities on a real-time basis
Improve accuracy of revenue forecasting
Accelerate financial period-end close and revenue reporting cycles
Stay current and in compliance with the latest revenue guidance
Eliminate time-consuming and error-prone manual systems
Deploy on premise or in the cloud

About Leeyo
Leeyo's next-generation revenue recognition software rescues companies and revenue teams of all sizes from the chaos of today's manual data entry or customized processes. Leeyo's RevPro -- the most complete revenue recognition software suite on the market -- automates and manages every process facing a revenue team -- seamlessly integrating with the quote-to-cash processes of any ERP system to deliver unparalleled visibility, functionality and configurability to the revenue recognition and reporting process. Learn more about Leeyo and RevPro at www.Leeyo.com.

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