



Zuora Revenue

Automated revenue recognition software that ensures ASC 606 and IFRS 15 compliance for subscription, usage-based, and hybrid business models.

<https://www.zuora.com/products/revenue/>

Overview

Zuora Revenue, formerly RevPro, is an enterprise-grade revenue automation solution designed to manage the complexities of revenue recognition in the subscription economy. It functions as a specialized revenue subledger, helping companies comply with the five-step model of ASC 606 and IFRS 15 accounting standards.

Core Capabilities and Features

The platform automates the entire revenue cycle from order to general ledger entry, which can help businesses close their books up to 50% faster. Key features include:

Automated Revenue Recognition: Applies the 5-step model (Identify Contract, Identify Performance Obligations, Determine Transaction Price, Allocate Transaction Price, Recognize Revenue) for any combination of subscription, usage-based, and one-time offers.

Compliance Management: Built around ASC 606 and IFRS 15 to minimize risk and ensure audit-proof financial reporting, including support for SOX and SOC reports.

Standalone Selling Price (SSP) Analyzer: Automatically calculates and manages SSP values based on historical transaction data to ensure accurate revenue allocation.

Contract Modification Automation: Systematically handles complex contract changes (e.g., upgrades, downgrades, cancellations) and automatically adjusts revenue recognition.

Real-time Reporting & Analytics: Provides a **Close Process Dashboard** and over 60 pre-built reports (Revenue Waterfalls, Disclosures, VC Insights) to give finance leaders real-time visibility into revenue positions and forecasts.

Journal Entry Automation: Automatically creates and transfers compliant journal entries to the general ledger of integrated ERP systems.

Target Users and Use Cases

Zuora Revenue is an ideal fit for mid-market and enterprise companies with an XaaS (Anything-as-a-Service) model that require complex revenue recognition functionality at scale. It is used by finance and revenue operations teams to:

Accelerate Financial Close: Cut the time required for month-end and quarter-end close processes.

Ensure Regulatory Compliance: Maintain continuous, audit-ready compliance with global revenue standards.

Support Go-to-Market Agility: Easily launch and monetize new product offerings and complex pricing models (e.g., prepaid drawdown, minimum commit, overage) without manual accounting work.

It is a cloud-based solution that integrates seamlessly with the broader Zuora Order-to-Revenue suite (Billing, CPQ) and a company's existing CRM and ERP ecosystem.

Key Features

- Automated ASC 606 / IFRS 15 Compliance
- Real-time Revenue Analytics (60+ Reports)
- Standalone Selling Price (SSP) Analyzer
- Close Process Dashboard
- Contract Modification Automation
- Support for Usage-Based Revenue Models
- Automated Journal Entry Creation

Pricing

Model: enterprise

Quote-based enterprise pricing. No public tiers are disclosed. Pricing is based on factors like subscriber volume, billing thresholds, and required features, with some entry-level plans starting around \$75,000 per year.

Target Company Size: medium, enterprise

Integrations

Zuora Billing, Salesforce, NetSuite, Microsoft Dynamics 365 Finance & Supply Chain Management, SAP, Any ERP System (via API/Connectors)

Compliance & Certifications

ASC 606, IFRS 15, HIPAA, SOC 1, SOC 2, SOC 3, PCI DSS

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