

NextWave Awards 2026

Nomination

Artificial Intelligence & Machine Learning

AI-Driven SAP Revenue Accounting & Recognition Transformation

SAP RAR Implementation & Digital Transformation Excellence

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Defense Deck



Executive Snapshot

Modernizing revenue accounting through automation, SAP RAR, BRF+ decision logic, and compliance-driven transformation.

Intelligent

AI-assisted contract classification, predictive analytics, and intelligent revenue decision support.

Compliant

IFRS 15 and ASC 606 aligned revenue recognition with automated audit traceability.

Scalable

Enterprise SAP RAR architecture designed for global contracts and high transaction volumes.

Program Focus

Integrate SAP S/4HANA, SAP SD, Solution Quotation, SAP RAR, SAP BRF+, finance, and analytics into a centralized revenue framework.

The Challenge: Revenue Recognition Is Increasingly Complex

Global Healthcare and MedTech enterprises require accuracy, compliance, and scale across complex revenue scenarios.

- Regulatory Complexity** IFRS 15, ASC 606, dual-GAAP, audit, and multi-jurisdictional reporting requirements.
- Complex Contracts** Multi-element arrangements, contract modifications, performance obligations, and SSP allocation.
- Manual Operations** Manual revenue accounting, reconciliation delays, and exception management increase risk.
- Fragmented Integration** Sales, quotation, order-to-cash, finance, and reporting platforms must work as one.
- Decision Risk** Revenue errors can impact financial close, compliance posture, and executive confidence.

Core Risk: inaccurate revenue recognition can affect compliance, reporting accuracy, audit readiness, and growth.

The Solution: Intelligent SAP Revenue Transformation Framework

A centralized SAP RAR framework automates revenue events from contract creation to recognition, reconciliation, and reporting.



Revenue Contract Intelligence

Solution quotation, SAP SD, and contract data become revenue-relevant structures.

Automated Event Processing

BRF+ logic determines fulfillment items, revenue events, and accounting treatment.

Audit-Ready Reporting

Automated postings improve traceability, reconciliation, controls, and reporting.

AI & Machine Learning Innovation in Revenue Accounting

The project combines SAP RAR, BRF+ automation, analytics, and intelligent decision frameworks.

Intelligent Classification

AI-assisted categorization of revenue scenarios, contract patterns, and exception types.

Predictive Revenue Analytics

Forecast recognition trends, processing volumes, and financial close impact.

Revenue Risk Detection

Identify anomalies, compliance exceptions, and transaction risks before close.

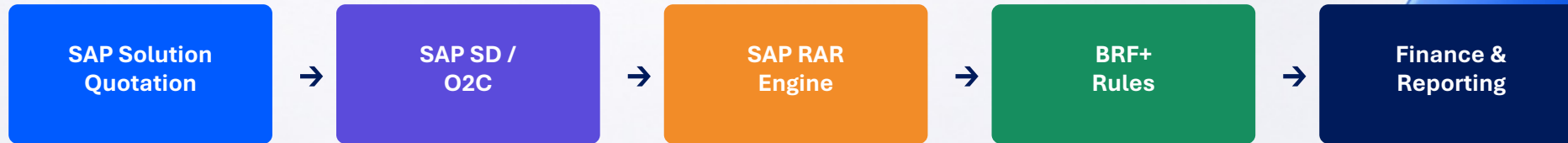
Smart Reporting

Real-time visibility across contracts, obligations, postings, controls, and audit trails.

Innovation Highlight: Intelligent automation turns revenue accounting from reactive processing into proactive compliance intelligence.

Global Scale & Enterprise Architecture

Integrated revenue transformation across quotation, sales, order-to-cash, finance, compliance, and reporting functions.



Regions Supported

North America, Europe, and Asia-Pacific enterprise operations.

Functions Connected

Finance, Sales, Order-to-Cash, Compliance, and Audit.

Enterprise Scale

Thousands of revenue contracts and high-volume transactions.

Project Methodology

SAP Activate and Agile delivery from discovery through deployment and hypercare.

Discover

Workshops,
requirement
analysis, IFRS/ASC
assessment

Design

RAR architecture,
POB mapping, BRF+
rule design

Build

Configuration,
integration,
allocation setup

Validate

Unit testing, SIT, UAT,
reconciliation,
compliance checks

Deploy

Go-live, training,
knowledge transfer,
hypercare

Core Skills:

SAP RAR Configuration • BRF+ • Revenue Contracts • POB Design • Revenue Allocation • SAP Integration • Financial Compliance

Results & Practical Impact

The implementation delivered measurable gains in accuracy, automation, processing speed, and compliance readiness.

95%+

Revenue Recognition
Accuracy

70%

Manual Processing
Reduction

60%+

Cycle Time
Reduction

100%

IFRS 15 / ASC 606
Alignment

Financial Value

Faster close, stronger visibility, improved accuracy, and better financial governance.

Operational Value

Reduced manual effort and improved consistency across complex revenue scenarios.

Compliance Value

Enhanced audit readiness through automated traceability and revenue controls.

Key Achievements Supporting the Nomination

Professional achievements across SAP RAR, automation, compliance, research, and technology innovation.

- **SAP RAR Transformation**
Contributed to enterprise SAP Revenue Accounting and Recognition modernization initiatives.
- **IFRS / ASC Compliance**
Delivered revenue recognition capabilities aligned with IFRS 15 and ASC 606.
- **BRF+ Automation**
Implemented advanced rule frameworks for automated revenue event processing.
- **Professional Memberships**
Senior Member of IEEE and Member of AITEX.
- **Publications & Judging**
Published technical/research articles and served as technology innovation judge.

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Artificial Intelligence & Machine Learning

Transforming Revenue Accounting into a Strategic Enterprise Capability

AI-enabled SAP RAR transformation for intelligent, automated, and compliant revenue operations.

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Thank You

