

Easy as

A B C

Choosing A Billing Solution For Your Enterprise

Are you looking for a billing system to support your digital transformation strategy?

Every enterprise needs a billing solution that can invoice customers, track payments, and manage client accounts.

However, not all systems are created equal.

65%

of companies reported **major billing problems** when launching new products¹

Fortunately, finding the best platform for your organization is easy.

Use the following ABCs as a guide.

A

You need a billing solution that can adapt to your enterprise needs and extend to other critical systems.

Adaptability & Extensibility

17x Cost Saving with Integrated Invoice Automation²

Basic Solutions

Existing Models Only

Capabilities

..... Customization

Sophisticated Solutions

Supports Flexible Models

Data Prep Required

..... Usage Mediation

Ingests ALL Data

Manual/Limited

..... System Integration

Automated, Realtime

Manual Triggers

..... Task Automation

Event-based Triggers

Key Questions to Ask:

Can you modify your solution to better suit your business model?

Can the billing system mediate complex data?

Does the billing system integrate well with other internal systems?

Can the billing system automate complex workflows?

B

Your billing solution must enable your enterprise's business today and into the future.

Business Model Support

- ✓ Flat-rate billing
- ✓ Recurring payments
- ✓ Consumption-based pricing
- ✓ Account and product rating models

Capabilities

Basic Solutions

Rigid

..... Data Model

Sophisticated Solutions

Extensible

One-Size Fits All

..... Pricing Model

Configure Every Option

Application

..... Solution Architecture

Platform

Key Questions to Ask:

Does the system's data model have the capacity to support your needs?

Can the billing system be configured for any pricing model?

Is the billing solution designed to scale with your business as it grows?

C

Your billing solution must support low-code customization to avoid future custom development costs.

Configure, Not Code

\$50k - \$250k estimated for any customization project³

Capabilities

Basic Solutions

Simple Subscription Plans

..... Pricing & Rating

Sophisticated Solutions

Advanced Subscription & Usage Rating

Reliance on Custom Development

..... Configurability

Low-Code Customization

Out-of-the-Box Bundles

..... Product Catalog & Bundling

Creative Packaging Options

Key Questions to Ask:

Can the billing system be configured for advanced usage-based pricing?

Can the billing solution be configured without IT intervention?

Can you offer creative product packages without going back to the vendor?

Choose a billing solution that enables every enterprise.

BillingPlatform

Make Complex Billing Simple

BillingPlatform is a cloud-based solution designed to support every monetization strategy. We flex to meet any business challenge.

Discover more about finding a billing solution that works for you. go.BillingPlatform.com/10-questions-to-ask-vendors

Sources

1 <https://www.cfo.com/cash-flow/2019/02/recurring-revenue-rising/>

2 <https://www.apqc.org/knowledge-base/documents/real-cost-inv/>

3 <https://soltech.net/how-much-does-custom-software-cost/>