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Enterprises are making the shift to cloud-based solutions to manage their business now more than ever before. The benefits are clear—streamlined operations, a decrease in the capital costs associated with maintaining an on-premise solution, and the ability to manage the solution in-house. However, not all cloud-based solutions are the same. Many are limited in the functionality they offer and the ability to scale to accommodate a growing business—which can add to the total cost of ownership.

If you are looking for a single solution to handle your complex business requirements, the last thing you want to do is pay for add-on piece parts or create custom code to manage your business.

So whether you are considering Salesforce Billing or BillingPlatform, below are a few considerations you need to take into account for a successful and cost-effective deployment of an enterprise billing solution.

Feature	BillingPlatform	Salesforce Billing
Basic Subscription Management		
Built-in Mediation Engine		
Ability to handle subscriptions with overages OOTB		
Self-Service Portal		
Robust Revenue Recognition		
Consumption or Usage-Based Pricing		
Automated Debt Management & Collections		
Scalability		
Licensing Costs	\$\$	\$\$\$
Implementation Costs, Third Party Costs, Development	\$\$	\$\$\$



Fully supported



Partially supported



Not supported without customization/additional cost/third-party partnership

BillingPlatform | A Single Solution Built for Scale

Because no two businesses are exactly the same—and in most cases, how they monetize their goods and services vary greatly—it's more important than ever to have a cloud-based solution to rely on no matter how your business changes. To do that efficiently, you need to be able to take subscription services to the next level by offering dynamic and formula-based pricing, easily charge for subscription overages, or price based on consumption or usage for both physical and digital products/services.

BillingPlatform is the most agile, cost-effective and scalable cloud solution on the market. We enable companies to charge for the most complex recurring revenue scenarios, process over 1 billion usage records/month and over 100k invoices/month.

Our approach is to eliminate the technology constraints that limit the ability to support any kind of monetization model. That way customers can focus on innovation and growth vs. maintenance and development.