Companies are responding to market demand by offering more services on a pay-as-you-go basis. While this enables companies to create service offerings that uniquely meet the requirements of their customers, it creates complex billing scenarios that need to be managed efficiently. With subscription-based businesses, it’s not sufficient to manage one-time transactions—it’s about monetizing ongoing relationships with your customers.

Unlike siloed billing solutions, NetSuite is the industry’s only cloud business suite that offers integrated recurring billing with accounting/enterprise resource planning (ERP), customer relationship management (CRM) and ecommerce capabilities. This can increase billing accuracy by eliminating manual processes, fostering inter-departmental collaboration, centralizing key business information and providing visibility into metrics that drive recurring revenue business. Integrated NetSuite Recurring Billing solution enables you to build and execute your subscription management strategies.

With the NetSuite Recurring Billing Module, you can customize templates to automate the creation of invoices based on license agreements and service contracts. And with NetSuite’s built-in analytics, you can track specific KPIs for bookings, billings, customer satisfaction and more, ensuring your company has the insights it needs to optimize recurring revenue, billing, forecasting and customer satisfaction.

**Key Benefits**
- Enhances customer experience with effective subscription management
- Integrates recurring billing with CRM, ERP and ecommerce
- Automates complex recurring and usage-based billing processes
- Comprehensive analytics across multiple touchpoints
- Flexible billing adapts to changing needs
- Integrates revenue recognition with recurring billing

**Key Capabilities**
- Billing plans support complex pricing, discounting and policies
- Comprehensive billing frequencies
- Easily configurable billing terms
- Optional invoicing in arrears
- Flexibility to move customers across pricing plans
- Proration of contracts and early termination penalties, multiple types of renewal options

To find out more, contact NetSuite Inc. at 1-877 NETSUITE or visit www.netsuite.com.
**Advanced Billing and Pricing Plan Management**

NetSuite Recurring Billing makes it easy to set up billing schedules to accommodate many types of sales. You can specify pricing, discounting, policies and other criteria, and establish billing plans based on installments or that require a set amount for an initial payment.

- Supports billing frequencies including monthly, quarterly, semi-annually, yearly, biennially, triennially
- Allows for billing in advance or arrears, billing for actions that occurred in a previous month and proration for partial months
- Provides options for anniversary and day of month billing
- Supports penalties based on early termination with or without proration
- Integrates renewals with sales forecasts, spreading billing over future forecast revenue periods
- Allows for easily configurable renewal options
- Enables seamlessly migrating customers from an existing price plan to a new one

NetSuite integrates configurable billing and invoicing with ERP and CRM.
Usage-Based Billing

Providers of services such as content access, file sharing, telecommunications or utilities typically need to support complex and customized billing plans, but can’t afford to waste time generating custom bills. The NetSuite Recurring Billing module allows billing based on ratable usage measures (RUMs), a fundamental unit that is the basis for charge calculation. Examples of RUMs are phone minutes used, text messages, kWh (utilities), bytes (cloud storage), etc.

- Allows for rate pricing on historical usage based on trailing periods, custom date ranges or all usage that occurred within a subscription
- Supports minimum or maximum threshold charges based on usage
- Enables multiple ways to record usage through import via an API or CSV file
- Supports billing based on flat rate, cumulative tiered rate, cumulative price, volume rate and volume pricing
- Supports included usage and overage charges

Billing Reporting and Analytics

Customer renewals are critical to successful recurring revenue-based business. NetSuite SuiteAnalytics gives you real-time insights into such key metrics as total active customers, monthly recurring revenue and support calls to identify cross-sell and billing consolidation opportunities with existing customers, eliminate weaknesses and improve customer satisfaction. NetSuite provides SuiteAnalytics as a standard feature, giving businesses the power of built-in real-time dashboards, reporting and analysis—integrated right into the billing, ERP, CRM or ecommerce application that employees use every day. It eliminates the need for IT to deal with the complexities of separate reporting tools, BI cubes or data warehousing.

To find out more, contact NetSuite Inc. at 1-877 NETSUITE or visit www.netsuite.com.
Integration with ERP

NetSuite cloud business software supports the entire business—from accounting/ERP to CRM and web capabilities—in a single, integrated and powerful business management solution. NetSuite streamlines key business processes such as invoice-to-payment, recurring billing, lead-to-cash and procure-to-pay and centralizes key business information, which could dramatically improve business efficiency. For global companies, NetSuite OneWorld addresses complex multi-national, multi-currency, multi-language and global consolidation needs while providing real-time visibility across your business worldwide.

To find out more, contact NetSuite Inc. at 1-877 NETSUITE or visit www.netsuite.com.