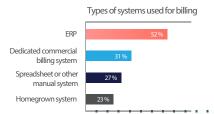
Approaches to Subscription Billing

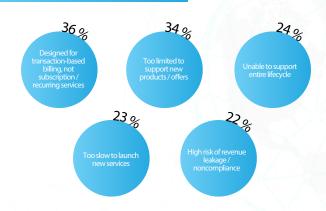
100 executives* participated in a survey:

Approaches to Subscription Billing

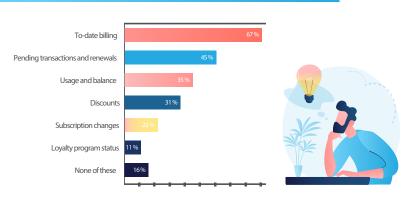
52% of respondents still rely on ERP-based billing, and nearly as many rely on spreadsheets, manual systems, and/or built their own system. Less than a third have invested in a dedicated commercial billing system



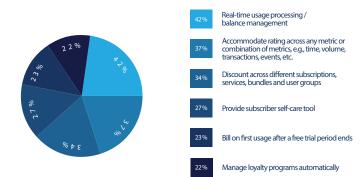
Billing platform and system challenges



What aspects of customer accounts can you see in real time?



Today's billing platform requirements



Respondents demand capabilities that enable them to provide a superior customer experience and differentiate them from their competitors. Real-time balance management tops the wish list, followed by a number of flexible monetization features like rating on any metric, robust discounting, self-care, free trials and loyalty points.







