

360 Contract Billing

On-platform Subscription Management solution for NetSuite

Subscription Management in NetSuite is made simple with 360 Contract Billing. Unlike competitor products, 360 Contract Billing is developed on NetSuite's platform - eliminating the need for a third party integration. Reduce the human intervention required to manage contracts and renewals for your recurring subscription and maintenance offerings! Our product not only automates your recurring invoices, electronic payments, and renewals - but also provides your team with SOX-compliant contract management tools for processing temporary adjustments (promotions, escalations, etc), recurring changes (upsells, downsells, etc), usage charges, and more!

Your team focuses on winning contracts, let 360 Contract Billing help you manage them!

Unlike traditional billing systems, 360 Contract Billing can adapt to support many diverse customer contract scenarios - allowing your business to acquire new customers without limiting them to only what your contract management solution can handle.

Core Functionality Includes:

- Seamless Contract Billing automation that leverages native NetSuite transactions such as Opportunity, Estimate, Sales Order, Invoice, Payment, Credit Memo, and Return Authorization.
- Can be utilized with 360CB Advanced Revenue Management Plugin to seamlessly align billing with ASC606 compliant revenue
- Revenue Support for differing contract billing frequencies and contract terms for products & services on the same contract
- Automatic proration and cotermining for billing and end dates.
- Configurable behavior for various contract end of term actions such as evergreen/perpetual, renewal, rollover, or termination
- Option to consolidate or separate invoices from the same contract across differing sub-customers, POs, etc
- Full support for automating NetSuite e-payments (CC, EFT, ACH)
- Consolidation of Usage charges in arrears with recurring charges



KEY FEATURES:

- Consolidated billing for coterminous or non-coterminous multi-element contracts
- Automation of recurring contract invoices and e-payments, including billing in advance and prorated amounts.
- Automated contract term renewal, perpetual rollover, or rollover-until-renewal
- Change management tools for temporary adjustments and ongoing change orders from Opportunity to Cash.
- Apply credits, usage charges in arrears, and/or custom segmentation to your contracts
- Works with NetSuite Revenue Recognition, OneWorld/International, Advanced Shipping, Price Levels, Quantity Pricing, Real-time Taxation, & more!



BFN Certified means that 360CB has passed NetSuite's quality and security standards.

Automate your recurring invoices, payments, and renewals!

Functional Overview:

Advanced Revenue Management Plugin
Seamlessly align your contracts and recurring invoices with ASC606 compliant Revenue Arrangements and Elements using the 360CB ARM Plugin!

Flexible Billing Frequencies and Terms
Support differing contract start dates, billing dates/frequencies, and end dates for your products or services on the contract. 360CB will also automatically co-term for you if/when desired.

Automatic Proration and Billing In Advance
360CB automatically prorates billing amounts for partial billing periods, saving you time & mistakes! For contracts where you want to start each A/R cycle early, 360CB will create recurring invoices up to 30 days in advance of the next billing period.

Contract Line Adjustments
Apply a temporary billing adjustment for Trial Discounts, Sales Promotions, Seasonal Billing, etc. Adjustments are made using a summary interface and appear on customer invoices for billing clarity.

In-Contract Actions / Change Orders
Process and track changes to existing contracts by utilizing the same native NetSuite transaction workflow used to create your original contract.
1. Upsells, down-sells, price changes, or renewals replace existing Contract elements and automate the proration & any prepaid credits due back
2. Add-ons or Cross-sells result in the addition of a new product or service to an existing contract.

High Volume Invoice & Payment Processing
Invoicing & processing payments on the same day each billing period can take a long time! 360CB uses multiple queues to speed things up exponentially @ up to 300,000 records per execution.

Fulfillment-driven Contract Billing Terms
Integrated with NetSuite item fulfillments, 360CB automatically sets the contract term so that billing occurs when enablement/fulfillment in the field.

Auto-Email Many Designated Contacts
Designate which customer contacts should receive recurring invoices and 360CB does the rest!

Consolidate Everything on One Invoice
Whether you suspend or discount a billing period, include usage charges billed in arrears, or more - all of it will appear on the same customer invoice:

- Create or import usage charges for inclusion with contracted subscription charges
- Apply contract credit or ad-hoc discount for upcoming recurring billing period(s)
- Utilize NetSuite's Advanced PDF function to optimize look and feel or even automate invoice line item groupings & summaries

Manage Renewals and End of Term Actions
Automate renewals in advance of contract end dates with your external clients and your internal account management teams. Help your client-facing teams sustain recurring revenue cadence with contract visibility from Opportunity to Sales Order.

Contract Business Intelligence Data
Leverage NetSuite reports to visualize Contract KPIs. Contract 'snapshots' provide trend metrics like MRR (Monthly Recurring Revenue) and allow discovery of key drivers by drilling into related metrics such as contract change behaviors.



Want a demo? (800) 360-8150
sales@360cloudsolutions.com