# Contract and Subscription Billing

**sage** Intacct · AICPA Business Solutions
Preferred Provider of Financial Applications

## Gain control and visibility around your contract and subscription billing

Growing revenue with flexible pricing models just got easier. Whether you are looking for greater automation in pricing and billing, tighter integration with your automated revenue recognition, or a seamless data flow between Salesforce and your financials, Sage Intacct Contract Billing lets you tailor pricing and billing schedules to fit your business model.

## Key benefits

### Choose from a range of automated pricing and billing models

Don't let billing complexity stand in the way of driving revenue in your company. Eliminate labor-intensive manual calculations with built-in tiered pricing and usage-based billing. You save time and drive revenue with models that match the complexity of your business. From billing across regular periods to non-linear billing, like milestones, you have the flexibility to adapt pricing and billing to the best revenue process for your business. You also enjoy constant visibility into your billing progress with billing by classification reports.

### Integrate your billing with the compliance needs of revenue recognition

You have regulatory compliance needs in how you recognize revenue regardless of the billing that works best for your business. With your billing and revenue recognition tied together through the contract, you can automatically recognize revenue as performance obligations are met.

### Seamlessly move information from Salesforce

Use your Salesforce CRM to enter contract information and synchronize with your financials in real time. Maintain templates and schedules in your financial system, while providing billing and payments visibility to salespeople. Keep everyone up to date on the progress of your financial relationship with the customer.
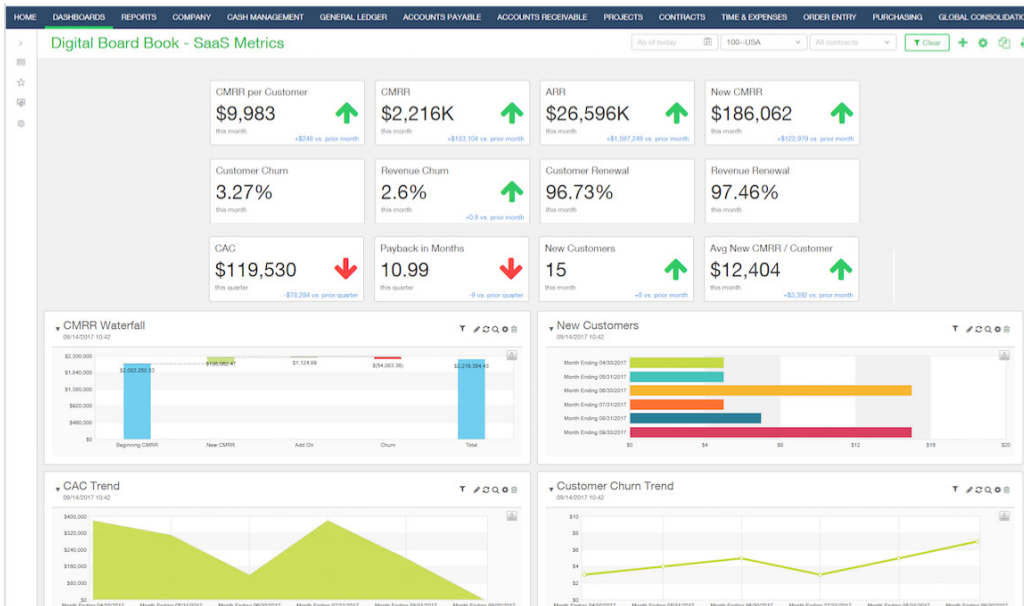
## Key features

### Billing and Renewals Automation

**Automated billing schedules:** Set up automated billing schedules to bill when you want—monthly, annually, or define a custom, non-linear schedule.

**Automatic renewals:** Automatically trigger contract renewals as the contract end date approaches.

**Copy existing contracts:** Reuse preferred contract settings and save time by creating a new contract from an existing one.

**Contract change automation:** Automate the accounting for contract add-ons, change orders, and cancellations.

# Key features



Gain quick insights into the metrics for your subscription-based business from your dashboard.

## Flexible pricing models

**Fixed price:** Use a simple amount or use a combination of a quantity, rate, multiplier, or discount to calculate the amount for you.

**Usage pricing:** Bill customers based on usage either by entering usage information or passing usage in through an integrated tracking application.

**Price per thousand:** Set billing rates to charge for usage in groups of a thousand.

**Discount tiers:** Set discount tiers based on purchase volume.

**Minimum flat fees:** Charge a minimum fee and combine it with usage-based billing.

**Included Units:** Designate a certain number of units as non-billable, and tiered pricing for overages will trigger when the customer exceeds that number of units.

sage Intacct

AICPA® Business Solutions
Preferred Provider of Financial Applications

## Key features

### Seamless quote-to-cash

**Salesforce integration:** Start your revenue processes and define contract billing in Salesforce and see the contract details reflected in Sage Intacct without rekeying information.

**Tied to down-stream accounting processes:** Billing details drive revenue recognition, including accounting for multi-element arrangements and fair pricing requirements.

### Visibility

**Contract level visibility:** See all the billing, revenue, and expense accounting associated with a contract in one place – not loosely tied together through customization scripts.

**Unified reporting on billing and accounting:** Enjoy visibility into past, present, and forecast billing and deferred revenues at a contract and contract detail level.

**Detailed reporting:** Run detailed reports individually or on dashboards to give stakeholders a clear picture of your billing progress.

## Take the next step

Find out how the Sage Intacct cloud financial management solution streamlines operations and provides real-time insights, boosting productivity and growth.

www.altavistatech.com          855.913.3228

AICPA  Business Solutions
Preferred Provider of Financial Applications

sage Intacct

AltaVista
TECHNOLOGY