



# NETSUITE SUITEBILLING

Billing the Way You Want It

NetSuite SuiteBilling is the leading cloud-based billing solution. From consolidated invoicing, flexible pricing and packaging and automated rating processes, to seamless integrations with NetSuite Advanced Revenue Management and Core Financials modules, NetSuite SuiteBilling provides transparency around all billing activities with a powerful Software-as-a-Service (SaaS) suite.

NetSuite SuiteBilling helps companies streamline billing operations and provides real-time visibility into billing and financial activity enabling companies to turn their billing activities into a conversation with their customers.

## Key Benefits

- Consolidated invoices including one-time, project-based and subscription charges.
- Scheduled changes for pricing and subscriptions with effective dates and pro-rating.
- Multi-currency flexibility for subscriptions.
- Real-time reporting including audit logs and change tracking.
- Flexible generic and customer specific subscriptions with volume, tiered and flat pricing models.

## Pricing Models

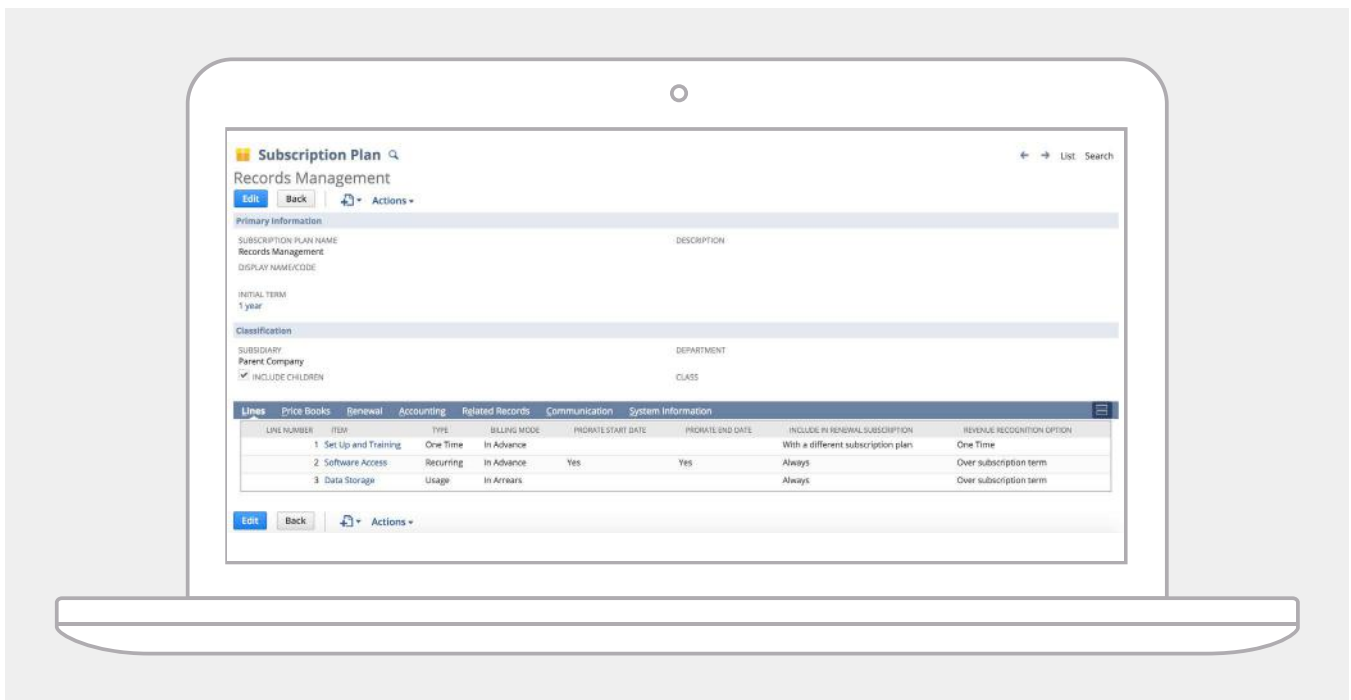
Different pricing models with NetSuite SuiteBilling provide the ability to bill customers in a variety of ways, ranging from a simple flat rate each billing cycle to complex volume or tiered scenarios.

- **Flat Model** – Charge customers the same value each billing cycle.
- **Volume Model** – Based on consumption or entitlement where the highest volume tier unit rate reached is applied to the entire quantity to charge.
- **Tiered Model** – Where the rate for each unit of consumption or entitlement tier is applied

to a given range. The total end rated value is comprised of varying per unit rates to achieve the final amount to charge.

## Rating Models

NetSuite SuiteBilling gives businesses the flexibility to have invoice charges represented as either one-time, in-advance or in-arrears in one customer subscription. By varying rating models in one subscription, companies can create a subscription that captures setup fees, license counts and variable consumption all in one step. Giving users the ease of use to setup and maintain subscriptions increases efficiency, while supporting flexible rating models for billing processes.



## Change Orders

NetSuite SuiteBilling allows organizations to schedule and automate changes to subscriptions. Change orders provide the ability to schedule an immediate or future dated change to pricing and/or quantities on subscriptions. Eliminate the need to manually monitor and track customer subscription changes. With NetSuite SuiteBilling these changes can be recorded at the time they are identified and will be active upon reaching the effective date set on the change order. All change orders support prorating of invoice lines to capture pricing and/or quantity changes over a period of time based on the set effective date.

## Customer Specific Pricing and Discounting

NetSuite SuiteBilling provides the ability to create both common pricing templates and customized scenarios to support customer specific deal negotiations and contracts. Generic subscriptions can be created and used for all customers or a specific subset. Customized subscriptions built off alterations to existing subscriptions, or net-new, enable users to create specific pricing and contract agreements for customers, including specific discounting rules per item in the subscription.

The image displays two screenshots from the NetSuite SuiteBilling interface. The top screenshot is titled "Subscription Change Order - Modify Pricing" and shows a form for editing a change order. The bottom screenshot is titled "Subscription" and shows the details of a specific subscription.

**Subscription Change Order - Modify Pricing**

Buttons: Save, Cancel, Reset

Primary Information:

- NUMBER: To Be Generated
- EFFECTIVE DATE: 4/13/2017
- REQUESTER: Trevor Vollet
- MEMO: [Empty text box]

Lines - Subscription

INCLUDE	LINE NUMBER	STATUS	ITEM	PRICE PLAN	NEW PRICE PLAN	QUANTITY	NEW QUANTITY	DISCOUNT	NEW DISCOUNT	START DATE	END DATE
<input type="checkbox"/>	1	Closed	Set Up and Training	From 0: \$99.00		1		100.0%		10/16/2016	10/16/2016
<input type="checkbox"/>	2	Active	Software Access	From 0: \$149.00 From 10: \$129.00 From 25: \$99.00	+	12		0.0%		10/16/2016	10/15/2017
<input type="checkbox"/>	3	Active	Data Storage	Above 0: \$0.50 Above 250: \$0.45 Above 500: \$0.40 Above 1000: \$0.25	+			0.0%		10/16/2016	10/15/2017

Buttons: Save, Cancel, Reset

**Subscription**

Buttons: Edit, Back, Activate, Modify Pricing, Actions

Primary Information:

SUBSCRIPTION ID: 3	PRICE BOOK: List	STATUS: Active
CUSTOMER: ABC Co.	INITIAL TERM: 1 year	START DATE: 10/16/2016
BILLING ACCOUNT: ABC Co.: 2 ABC Billing Acct	ORIGINAL START DATE: 10/1/2016	END DATE: 10/15/2017
SUBSIDIARY: US	ORIGINAL END DATE: 9/30/2017	NEXT RENEWAL START DATE: 10/16/2017
CURRENCY: US Dollar	SUBSCRIPTION NAME: Records Management	SALES ORDER

Subscription Plan: Records Management

Buttons: Lines, Pricing, Renewal, Subscription Change Orders, Charges, System Information

VIEW: Default

Customize View

EDIT	VIEW	LINE NUMBER	ITEM	BILLING MODE	STATUS	QUANTITY	DISCOUNT	START DATE	RECURRING START DATE	END DATE	TERMINATION DATE	SALES ORDER LINE NUMBER
Edit	View	1	Set Up and Training	In Advance	Closed	1	100.0%	10/16/2016		10/16/2016		
Edit	View	2	Software Access	In Advance	Active	12	0.0%	10/16/2016	11/1/2016	10/15/2017		
Edit	View	3	Data Storage	In Arrears	Active		0.0%	10/16/2016	11/1/2016	10/15/2017		

Monthly Recurring Revenue															
CUSTOMER	SUBSCRIPTION PLAN	SUBSCRIPTION	JANUARY 2016	FEBRUARY 2016	MARCH 2016	APRIL 2016	MAY 2016	JUNE 2016	JULY 2016	AUGUST 2016	SEPTEMBER 2016	OCTOBER 2016	NOVEMBER 2016	DECEMBER 2016	TOTAL
ABC Co.	Arm Test 2	Arm Test 2 - 12/1/2016												\$745.00	\$745.00
ABC Co.	ARM Test Plan	ARM Test Plan - 12/1/2016												\$745.00	\$745.00
Above The Cloud	ARM Test Plan	ARM Test Plan - 11/1/2016											\$745.00	\$745.00	\$1,490.00
Above The Cloud	ARM Test Plan	ARM Test Plan - 12/1/2016												\$745.00	\$745.00
Above The Cloud	ARM Test Plan	ARM Test Plan - 8/1/2016								\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$3,725.00
Above The Cloud	Records Management	Records Management - 8/1/2016								\$745.00					\$745.00
Above The Cloud	Records Management	Records Management - 9/1/2016								\$745.00	\$745.00	\$1,340.00	\$1,340.00	\$4,170.00	\$7,450.00
Aspen Technologies	Records Management	Records Management - 11/1/2015	\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$7,450.00
Atlas Canada	Records Management	Records Management - 7/1/2016							\$8,000.00	\$8,000.00	\$8,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$27,000.00
Bain Consulting	Records Management	Records Management - 1/1/2016	\$148,850.00	\$148,850.00	\$148,850.00	\$148,850.00	\$148,850.00	\$148,850.00	\$148,850.00	\$148,850.00	\$148,850.00	\$148,850.00	\$148,850.00	\$148,850.00	\$1,786,200.00
Blue Pumpkin	Evergreen Maintenance	Evergreen Maintenance - 3/1/2016						\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$100.00	\$600.00
Blue Pumpkin	Records Management	Records Management - 7/1/2016						\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$4,470.00
Demo	Keeper Security Password Management	Keeper Security Password Management - 10/1/2016											\$1,100.00	\$1,100.00	\$3,300.00
Demo	Keeper Security Password Management	Keeper Security Password Management - 10/31/2016											\$1,100.00	\$1,100.00	\$3,300.00
France Systems	Records Management: Cdn Promo	Records Management: Cdn Promo - 11/1/2015	\$1,254.01	\$1,254.01	\$1,254.01	\$1,254.01	\$1,254.01	\$1,254.01	\$1,254.01	\$1,254.01	\$1,254.01	\$1,254.01	\$1,254.01	\$1,254.01	\$12,540.11
Hilary Test 1	Records Management	Records Management - 3/1/2016				\$745.00	\$745.00	\$745.00	\$1,102.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$1,000.00	\$11,862.00
Ultimate Customer 1	Records Management	Records Management - 7/1/2016							\$745.00						\$745.00
Ultimate Customer 2	Records Management: CDN	Records Management: CDN - 6/1/2016						\$2,508.02	\$2,508.02	\$2,508.02	\$2,508.02	\$2,508.02	\$2,508.02	\$2,508.02	\$17,356.15
Ultimate Customer 3	Records Management	Records Management - 8/1/2016								\$745.00	\$745.00	\$745.00	\$745.00	\$745.00	\$3,725.00
<b>Total</b>			<b>\$150,849.01</b>	<b>\$150,849.01</b>	<b>\$151,594.01</b>	<b>\$151,594.01</b>	<b>\$151,594.01</b>	<b>\$154,162.03</b>	<b>\$154,049.03</b>	<b>\$165,937.03</b>	<b>\$165,937.03</b>	<b>\$161,137.03</b>	<b>\$160,478.02</b>	<b>\$162,713.02</b>	<b>\$1,899,833.26</b>

## Reporting

Real-time reporting provides quick and easy insight into common billing and financial data including audit and change tracking, monthly recurring revenue, total contract value and customer churn.