



## Subscription Billing

Tackle any complex billing scenario your business requires  
Get paid on time every time by automating the invoicing process  
Build & track 1000s of deferral schedules; Comply with ASC 606  
Deploy on Cloud, on-premise, or in a hosted environment

## A Comprehensive Solution for Complex Billing Scenarios

Whether you bill monthly, annually, or based upon usage, tiers, milestones, or even a mix of one-time and recurring charges of any frequency, Binary Stream's Subscription Billing can handle any complexity. Instead of invoicing cycles that take days and involve complicated spreadsheets and cumbersome manual processes, Subscription Billing works efficiently in the background generating and distributing thousands of invoices saving you time, eliminating costly errors, and getting you paid quicker.

Subscription Billing efficiently builds and tracks your revenue recognition schedules—including at the line item level—right inside your Microsoft Dynamics. With Subscription Billing, get deep real-time insight into your company's health with reports such as monthly recurring revenue (MRR), revenue waterfall, deferral balances without spreadsheets or expensive external reporting systems. Subscription Billing manages your multi-element revenue allocations so you can confidently comply with ASC 606 and IFRS 15.

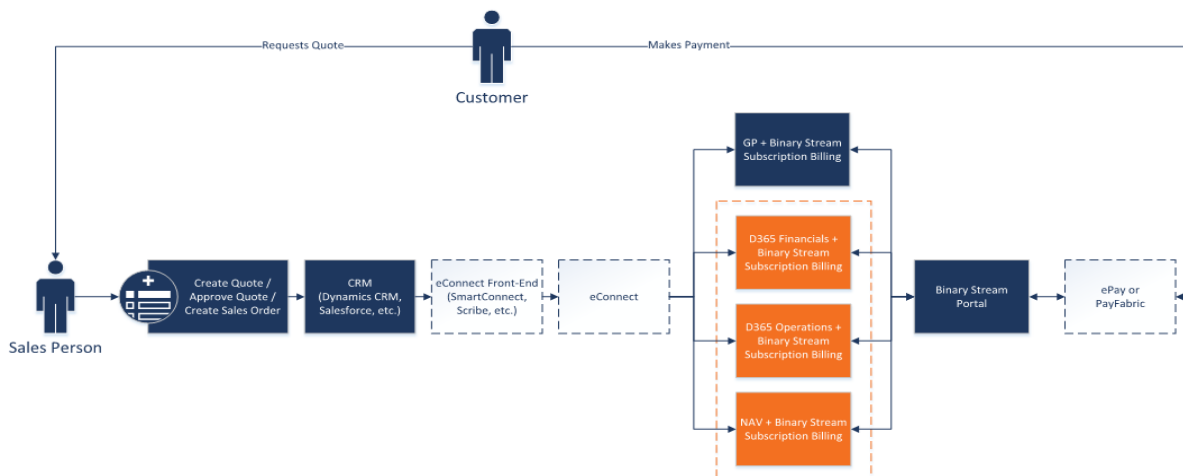
"We saved thousands of dollars, reduced redundant processes by 33%, closed month-end 11 days sooner, can run 100,000 invoices in 21 minutes and eliminated 38,000 unrecognized deferral entries with the Subscription Billing Suite."

**CEO of Large Web Hosting Company**

## Manage the Complete Quote-to-Cash Cycle

- Combine an end-to-end billing and revenue recognition solution with the powerful accounting & capabilities of Microsoft Dynamics
- Subscription Billing is built right into Microsoft Dynamics so it's easy-to-setup, easy-to-learn, and easy-to-use
- Make collections less painful by offering a self-service web portal for customer invoices and remitting online credit card payment
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- Easily extend to cover the entire quote-to-cash process including pulling customer contract details from the front-end sales order/CRM system

Quote to Cash Overview – System Diagram



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## Manage Complexities of Subscription Billing

- Eliminate the pain of handling complex billing situations:
  - Subscription Charges (recurring monthly, annually or at any user-defined frequency including pro-rated periods)
  - One-time fees such as for initial set-up
  - Metered or usage-based fees such as time or amount consumed
  - Prices that change based upon volume tiers
  - Milestone billing tied to completion of project stage
  - and many others!
- Flexible billing schedules (including multiple contracts per customer) support line-level details such as multiple billing types per customer or item
- Evergreen billing can be set up to automatically renew at the end of a term

## Automate your Time-Consuming Invoicing Process

- Seamlessly import or create billing schedules and contracts
- Eliminate the need to jump back & forth between systems
- Maintain complete accuracy while processing hundreds or hundreds of thousands of monthly invoices
- Binary Stream customers can generate 100,000 invoices in just 21 minutes
- Pull consumption data or meter readings from external systems
- Consolidate all charges by customer regardless of how many offices they have. Send a single rolled-up invoice rather than 50.

## Effectively Manage your Deferrals

- Simplify month-end close by automatically mass generating and posting the monthly revenue recognition journal entries
- Set up your deferral accounts by customer, item and vendor and track contract information separate from deferral schedules
- Manage deferrals with complete flexibility whether they're straight line amounts across calendar months, event-based as milestones are completed, and usage or percentage of completion
- Automate revenue recognition calculations and build thousands of recognition schedules including at the line item level right inside your Microsoft Dynamics
- Gain complete control over the timing of sub-ledger and GL recognition postings

## Real-time Insights into Business & Financial Performance

- Keep on top of key performance indicators that are critical to the success of your business such as monthly recurring revenue (MRR)
- Accurately forecast revenues and expenses, and quickly produce your GL reconciliation to satisfy audit requirements
- Reports include monthly recurring revenue, periodic revenue recognition, new contract sales, total contract revenue, revenue waterfall, deferral balances, or create a customized report

## Comply with ASC 606

- Seamlessly manage your multi-element revenue allocations for complex contracts so you can confidently and efficiently comply with ASC 606 and IFRS 15 (also, VSOE and BESP)
- Handle contracts that include multiple products and services, bundled items at a discount, order discounted items and regular priced items together
- Define your items' fair value prices and let the system automatically generate the revenue allocations for each and every invoice or contract
- When you recognize the deferred revenue it easily moves from the balance sheet to the P/L

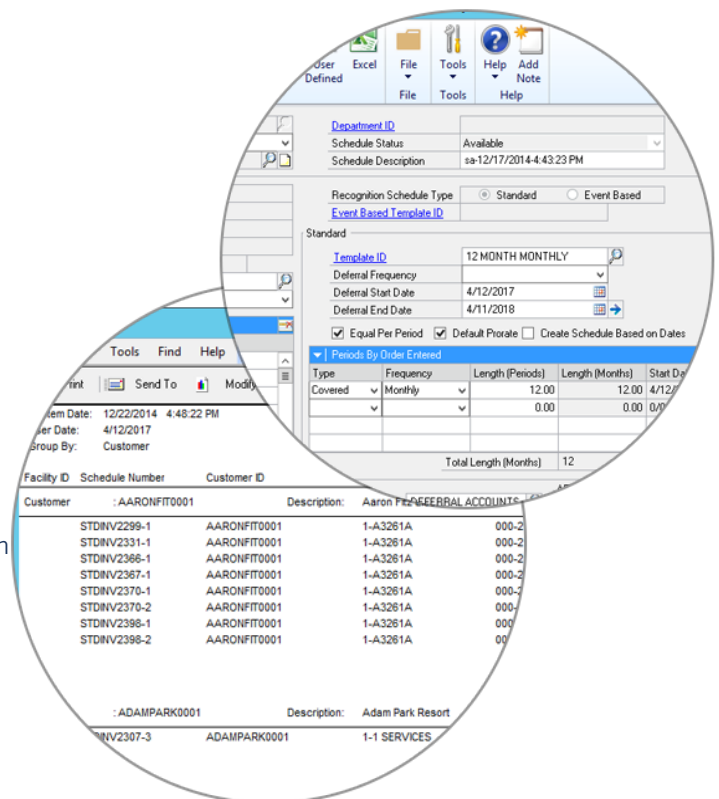


Figure 2. Deferral Schedule

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