



Contract Billing Management

SOLUTIONS FOR STREAMLINED BILLING AUTOMATION

Manage Complex Customer Contracts

The signed contract with a customer brings opportunity and challenges. The challenge is to bill and track all of the required contract events while maintaining team productivity, visibility into the data, and contract compliance.

Contract No.: SUB000006
Rev: 1
Contract Start: 10/01/2010
Contract End: 09/30/2011
Current Status: Active
Current Status Date:
Next Status:
Next Status Date:
System Status: Active

Customer ID: ADVANCED0002
Customer Name: Advanced Tech Satellite System
Customer Parent ID:
Customer Class: CAN-DNBSK-T6
Currency: Z-C\$
Payment Terms: Net 30
Credit Available: 551,501.02
FX Table: Z-C\$-SELL
Posting Accounts: Default
Bill to Address: PRIMARY
Customer Status: Hold Inactive
Revenue Managed By: Contract
Ship to Address: WAREHOUSE
Sales Person: Gary Wood
Sales Territory: ON, MB, SK

Contract Revenue (Total): 0.00
Contract Revenue (Posted to GL): 0.00
Contract Revenue (Unposted): 0.00
Contract Revision: 1
Contract Revision (Total): 0.00
Contract Revision (Unallocated): 0.00

Revision	Item Number	Item Description	Price Level	Nature	Retail Price	Maintenance Rate	Contract Escalator	Escalator ID	Prior Year	Cu
1	IMPLEMENTATION	Implementation Services SERVICE			12,000.00	0.00000				
1	SUBSCRIPTION	Subscription SERVICE			500.00	0.00000				

Capture all required customer contract transactions and information

Contract No.: SUB000008
Rev: 1
Contract Start: 09/01/2010
Contract End: 08/31/2016
Current Status: Active
Current Status Date:
Next Status:
Next Status Date:
System Status: Active

Customer ID: AARONFITZ001
Customer Name: Aaron Fitz Electrical
Customer Parent ID:
Customer Class: USA-ILMO-T1
Currency: Z-US\$
Payment Terms: Credit Card
Credit Available: Unlimited
FX Table: Not Applicable
Posting Accounts: Default
Bill to Address: PRIMARY
Customer Status: Hold Inactive
Revenue Managed By: Contract
Ship to Address: WAREHOUSE
Sales Person: Paul West
Sales Territory: Indiana and Michigan

Contract Revenue (Total): 0.00
Contract Revenue (Posted to GL): 0.00
Contract Revenue (Unposted): 0.00
Contract Revision: 1
Contract Revision (Total): 0.00
Contract Revision (Unallocated): 0.00

Revision	Item Number	Item Description	Price Level	Nature	Retail Price	Maintenance Rate	Contract Escalator	Escalator ID	Prior Year	Cu
1	IMPLEMENTATION	Implementation Services SERVICE			12,000.00	0.00000				
1	MAINTENANCE A	Maintenance Contract A SERVICE			100.00	0.00000		CPI		
		Service A SERVICE			1,000.00	0.00000		CPI		
		Service B SERVICE			500.00	0.00000		CPI		
		Service C SERVICE			1.50	0.00000		CPI		

Manage customer go-live or acceptance events across contracts

Begin Date: 05/01/2014
End Date: 06/30/2014
Bill Date Override:
Update Batch

Ship to Customer ID: From To
Bill to Customer ID: From To
Doc ID: From To

Mark All **Unmark All**

Batch Name: Code: Created By: TENSOF\bscarbrough

Add to Batch?	Hold?	Doc ID	Ship to Customer	Bill to Customer	Currency	Bill to Address	Billing Date	Invoice Total	Proforma
<input type="checkbox"/>	No	DEFINV	TENSOFT	TENSOFT	Z-US\$	PRIMARY	05/15/2014	1,000.00000	Proforma
<input type="checkbox"/>	No	DEFINV	ACURA	ADAMPARK0001	Z-US\$	PRIMARY	05/24/2014	1,500.00	Proforma
<input type="checkbox"/>	No	DEFINV	TENSOFT	TENSOFT	Z-US\$	PRIMARY	06/01/2014	10,500.00	Proforma
<input type="checkbox"/>	No	DEFINV	TENSOFT	TENSOFT	Z-US\$	WAREHOUSE			

Invoice queue management supports proforma documents as well as financial ledger integration

BENEFITS

Improve Customer Satisfaction

Invoice accurately and in a timely manner based on the contractual terms to eliminate surprises and unplanned events for your customers.

Eliminate Missed Invoices

Do away with revenue or billing leakage so that all value is captured from your customers.

Streamline Contract Extension and Renewals

Easily extend contract period of performance dates and update contract pricing to support long term customer agreements.

Improve Contract Data Visibility

Leverage your contract data for insight into projected billings, projected revenue, billing and contract renewal status. Store and manage all information about customer agreements in a single location.

Improve Productivity and Process Control

Leverage consistent repeatable contract management models to improve internal control while automating required business processes.

Understand Business Drivers and Trends

Understand and analyze billing events through a characterization events lense (ongoing, new, cancelled, changed, upgraded)

Automate Even the Most Challenging Billing Scenarios

Integrate your delivery systems or other contract event drivers to fully automate usage based or event based billing.

Increase Financial Reporting Accuracy

Detailed historical and future views for more accurate business management and planning.

Fully Integrate with Revenue Management

Support deferred revenue processes through integration with Tensoft Revenue Manager.

- ✓ MICROSOFT DYNAMICS
- ✓ OTHER MAJOR ERP SOLUTIONS

FEATURES OVERVIEW

Streamlined Contract Billing Management

Create a Central Repository

Contract billing management manages all contract, billing, and delivery dependency information, including documents and key dates

Track and Integrate Dependant Processes

Include go-live or customer acceptance events - along with related billing impacts - in your contract administration.

Change Management

Track and identify change events in contracts to support upgrades, downgrades, additions, co-terminus agreements, and multiple contract revisions.

Supports All Required Billing Models

Manage recurring invoices, usage based invoices (including support for pricing tiers), and milestone or event based billings. Unlimited schedules and pricing tiers supported

Integrate with your Business System

Integrate with your financial system, your CRM system, and your operations management systems, to streamline communication and improve productivity across your company.

Integrate with Revenue Management

Full integration with Tensoft Revenue Manager to support the simplest to the most complex revenue management requirements.

Separate Billing and Revenue When Needed

Optional Contract Revenue supports creation of deferred revenue from the contract, and the use of unbilled accounting to completely separate billing events from the deferred revenue management.

Track Key Customer Delivery Events

Manage go-live or customer acceptance events by user defined stages. Manage multiple go-live events by contract as needed. Mass change/update management supports easy insight and update of go-live events across all contracts.

Channel and Complex Customer Billing Management

Supports separate bill and contract customers to support the end customer and channel or intermediary billing models. Configuration options support billing by contract or across contracts to support consolidated billing by bill to customers.

Create All Required ERP Documents

Contracts can create invoices, returns, and sales orders (customer fulfillment required) documents for ERP system required processes.

Contract Deliverables

Track key dates and pending or future invoices required based on contract terms. Manage invoice release and other related contract events through reminders and integration with customer go-live tracking.

Report and Analyze

Complete management for contracts, including renewals, billing, revenue scheduling and allocation.

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