

Billing & Revenue Operations Leader Solution Sheet

Bill Flexibly: Without the Manual Work

BillingPlatform gives billing and revenue operations teams one system to manage billing, invoicing, and collections across every revenue model, from finance to the deal desk, so your team spends less time reconciling spreadsheets and more time running the business.



THE CHALLENGE

Stuck moving between legacy systems and waiting on IT for every billing change, whether the request comes from finance, sales, or the deal desk?

The recurring problem: manual, disjointed quote-to-cash across legacy systems, whether the request comes from finance or sales.

- A customer's contract change mid-cycle can mean a manual credit memo and three approval emails.
- A billing error or a stuck invoice can go unnoticed until a customer calls to complain about it.
- Billing logic can live in one person's head or a legacy system only they know how to run.
- Answering "why did this invoice change" can mean a spreadsheet hunt through change logs.

CORE CAPABILITIES

Manage billing, invoicing, and collections in a single system, with less complexity, fewer errors, and far less manual effort, no matter which team the request originates from.



Bill Flexibly Across Any Revenue Model

Roll out subscription, flat-rate, usage-based, or hybrid offers without waiting on custom development.



Collect Faster, with Full Visibility

Get a real-time view of aging accounts and put collections on autopilot with proactive alerts and dunning.



Automate the Work That Slows You Down

Automate billing, invoicing, and approval workflows to cut the manual reconciliation that used to eat into the monthly close.



Report on What's Actually Happening

Track revenue trends, profitability, and billing accuracy with dashboards built for operations, not just finance.

WHAT IT MEANS FOR YOUR BILLING & REVENUE OPERATIONS TEAM

Spend Less of the Month on Damage Control

✓ Handle a Billing Exception Without a Credit Memo Fire Drill

When a customer's contract changes mid-cycle or a price needs correcting after the fact, you adjust it in the platform, not through a manual credit memo and three approval emails.

✓ Onboard a New Analyst Fast, Not a Quarter

Billing logic lives in configuration, not in one person's head or a legacy system only they know how to run, so a new hire can be productive fast.

✓ Stop Being the Last to Know Something's Wrong

See a billing error or a stuck invoice the day it happens, not when a customer calls to complain about it.

✓ Answer "Why Did This Invoice Change" Without a Spreadsheet Hunt

Every adjustment, discount, and rule change is tracked in one system, so when someone asks why a bill looks different, you have the answer in seconds, not after digging through change logs.

MORE THAN A BILLING ENGINE

BillingPlatform	Traditional Billing Engine
Any revenue model, one system — Subscription, usage-based, flat-rate, or hybrid billing all run through the same platform.	Different models may need different tools — Traditional billing engines may handle standard subscriptions well but require workarounds for hybrid or usage-based models.
Sales and billing share the same pricing rules — The deal desk quotes from the same real-time rules billing invoices against.	Sales and billing can drift out of sync — A separate quoting tool or spreadsheet can fall out of sync with what billing actually charges.
Collections run on autopilot — Aging accounts, alerts, and dunning happen automatically, without a manual chase list.	Collections often need manual follow-up — Tracking who to chase, and when, can fall to a person and a spreadsheet.
Adjustments happen in the platform — Credit memos, proration, and contract changes are handled without a side process.	Adjustments may need a manual workaround — Exceptions can require a manual credit memo process outside the core billing flow.
Operational reporting built for your team — Dashboards built for the people running billing operations, not just for finance's month-end view.	Operational reporting may be an afterthought — Reporting can be built for finance's close process, with less visibility for the operations team running it day to day.
Configured with BP AI, not a change request to IT — Set up new billing rules and templates in plain language instead of filing a ticket and waiting.	Configuration often means a ticket to IT — New billing rules or templates can require a formal request to a technical team.