

Finance Leader Solution Sheet

Faster Cash. Cleaner Audits. Flat Headcount.

BillingPlatform gives finance leaders one platform to launch new pricing models, recognize revenue accurately, and grow into new markets, without slowing down for a release cycle.



THE CHALLENGE

Growth stalls when finance can't move as fast as the business.

The strategic question finance is up against: faster cash, cleaner audits, and headcount that doesn't scale with transaction volume.

- A competitor's price cut or a customer's request for a new pricing model can turn into a lost deal while finance waits on an engineering queue.
- Reconciliation gaps can surface after the board meeting instead of before it.
- More transaction volume can mean more headcount and more manual reconciliation.
- Sales, billing, and finance can work from different versions of the same number, slowing down monthly reviews.

CORE CAPABILITIES

BillingPlatform gives finance leaders the control to run the business with speed, accuracy, and trust, without adding headcount every time the business changes.



Bill Flexibly, Anywhere You Sell

Launch new offers, enter new markets, and adapt pricing without a custom development project.



Recognize Cleanly, Close with Confidence

Automate revenue recognition against ASC 606 and IFRS 15 so every close is accurate and audit-ready.



One System of Record, Even After M&A

Bring acquired systems and front, middle, and back office data into a single source of truth.



Board-Ready Reporting, No BI Project

Give your board ARR, NRR, and revenue trends straight from the platform that generates the numbers, without a separate BI project or a data team to run it.

WHAT IT MEANS FOR YOUR FINANCE TEAM

Grow Revenue Without Growing the Complexity Behind It

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Move Faster Without Waiting on Development
 what used to require a dedicated implementation team becomes something a smaller integration team can drive directly
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Scale Without Scaling Finance Headcount
 Automate billing, revenue recognition, and reporting, so more transaction volume doesn't mean more headcount or manual reconciliation.
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Sign Off With Fewer Surprises
 You're not finding out about a reconciliation gap after the board meeting. What you sign off on is what actually happened.
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Stop Refereeing Whose Number Is Right
 When sales, billing, and finance stop working from different versions of the same number, monthly reviews get faster and the arguments about whose data is right stop happening.

MORE THAN A BILLING ENGINE

BillingPlatform	Traditional Billing Engine
Built for the full revenue lifecycle — Billing, revenue recognition, reporting, and integrations work from one connected platform.	Primarily focused on billing — Additional systems may be needed around the billing engine to support the broader finance operation.
Configure without a development cycle — Launch and adjust pricing models without waiting on custom engineering.	Changes can depend on technical resources — New models may require additional configuration, development, or implementation work.
Billing and RevRec stay connected — Revenue recognition works from the same underlying billing data.	Billing and RevRec may be separate — Finance may need to reconcile data between systems.
Designed to consolidate complexity — Bring acquired and legacy systems into one source of truth.	Another system in the stack — Replacing the billing engine alone may not reduce broader system fragmentation.
Reporting built into the platform — Access ARR, NRR, revenue trends, and forecasts from the source data.	Reporting may happen elsewhere — Finance may rely on separate BI tools, spreadsheets, or data teams for analysis.
AI-native configuration and forecasting — Describe a change in plain language and get forecasts built from your own contract and usage data, powered by BP AI.	AI, where it exists, is bolted on — Traditional billing engines weren't built with AI-native configuration or forecasting at the core.