

BillingPlatform

cradlepoint

Revenue Recognition Customer Spotlight

About Cradlepoint

Cradlepoint develops advanced routers, gateways and software for wireless WAN edge networking, using 4G and 5G wireless signals to connect businesses and other mobile users as well as IoT devices across industries like retail and the public sector.

Dependent upon a custom built subscription management tool, Cradlepoint faced challenges in efficiently and effectively recognizing revenue. The legacy system was outdated and required manual IT intervention to make changes, which forced the billing department to use spreadsheets. Cradlepoint needed a scalable, automated revenue recognition solution that would adapt as the business grew and evolved.

Cradlepoint's Business Objectives

- Minimize risk by automating revenue recognition and reducing manual processes
- Ensure flexibility to handle specific and future business needs
- Implement a single, configurable solution to streamline revenue management

BillingPlatform's Solution

- Automated Revenue Recognition: Reduced manual tasks and ensured accurate, SOX-compliant reporting
- In-House Management: Flexible configuration to address evolving requirements without third-party contractors
- Scalability and Efficiency: Capable of processing large data volumes, minimizing errors and speeding up reporting

Cradlepoint's Outcomes and Results

✔ Automate Revenue Recognition

- Achieved 30% reduction in time spent on revenue tasks
- Reduced the use of manual processes and spreadsheets

✔ Manage data in a single solution for all revenue recognition and billing needs

User Experience

Cradlepoint praised BillingPlatform for its seamless integration with Microsoft Dynamics 365 and its ease of use, scalability, and adaptability. The automation of revenue recognition processes has enabled Cradlepoint's finance team to focus on strategic tasks, confident that their billing and revenue needs are efficiently managed.

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