

MAKE SPACE IN THE FRONT OFFICE - THE BILLING SYSTEM IS MOVING IN!



“Formerly the domain of back office clerks, billing and monetization processes and solutions are becoming critical ingredients enabling corporate innovation.” – Andrew Dailey, Managing Director, MGI Research

According to Forrester Research*, the subscription/usage billing market is growing because businesses have:



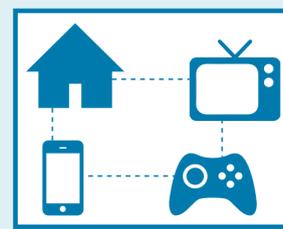
A desire for stickier customer relationships



A thirst for customer insights



An eagerness to capitalize on the cloud



An inclination to experiment with connected products

3 KEYS TO SELECTING THE RIGHT BILLING SOLUTION

AGILITY

How fast can the billing system respond to continuous change?

- If you don't give customers what they want, when they want it, how they want it... your competitors will.
- The right billing solution empowers you to quickly offer new products and services without complex code or IT intervention.

“Look for a billing solution that offers flexibility of products and accounts (plans).” – Bob Feghali, Billing Industry Advisor

How easy is it to develop a long-term business relationship with the billing system vendor?

- Choosing a vendor is not like picking fruit; it is a critical decision that can help or hurt your bottom line.
- The right billing solution vendor is willing to engage in a long-term partnership.

CULTURAL FIT

“Look for a company that is a thought leader in the billing and monetization space.” – Tom Stergios, VP Quote-to-Cash, Advanced Technology Group

SECURITY

How secure is personal and confidential information?

- Data breaches and hacks are a threat across all industries – finance, education, healthcare, business, government, etc.
- At 62% of breached information, credit and debit cards are among the most commonly breached credentials.*
- The right billing solution prioritizes security and protecting customer information.

“A platform provider must be truly enterprise-grade with stringent security standards around the Payment Card Industry (PCI), EU Safe Harbor, HIPAA, etc.” – Brendan O'Brien, Co-founder and Chief Evangelist, Aria Systems

The move from one-time sales transactions to subscription and usage business models spans nearly every industry. From consumer retailers offering subscription music services to healthcare providers charging per usage consumption, the need for experienced and sophisticated billing systems has never been greater. Choosing the right billing solution can help you get, and stay, ahead for years.



To learn more about the importance of choosing a billing system, [download From One-Time to a Lifetime](#)

