



## TOP 10 SIGNS YOU NEED A BILLING SYSTEM

Do pricing, packaging, and billing issues keep you up at night?

Are they harder than you thought they would be?

“I used to spend all my time on billing. Now with Z-Billing in place I focus on managing the business.”

—Ron Pereira  
President, TopRight

If you're a subscription based business these probably sound familiar to you....

- 1 Your competitor has a new pricing option and is stealing your customers. Your product is better..... but you can't support the new pricing model.
- 2 Customers complain about their bills
- 3 Your CFO isn't sure if you're getting paid the right amount due to revenue leakage and billing errors
- 4 Sales can't up-sell or cross-sell because they don't know what customers already have
- 5 Ready to go public? You've got the customers and revenue but you can't meet compliance requirements
- 6 Month-end close isn't scalable - - can take more than a month and the only way to scale is to add more bodies
- 7 "Introductory FREE pricing" is all you can do because you don't have any way to track usage and bill customers anyway
- 8 You call 5+ different spreadsheets your "system"
- 9 Your 5+ spreadsheets are manually updated by an army of temps each month - - errors anyone?
- 10 Engineers can launch a new product in 6 weeks, but you need another year to customize your billing system to support it

To learn more about how Z-Billing can help your business quickly launch new products and pricing, scale operations, and have all of your transaction data in one central, totally integrated solution please call (650) 641-3777 or email [sales@zuora.com](mailto:sales@zuora.com).

“Our old billing system just wasn't agile enough to keep up with our rapidly growing customer base. We needed a flexible billing solution that worked with our subscription business. With Z-Billing, we know we can grow AND scale.”

—Phil Fernandez, President and CEO, Marketo