

# B2B Billing Automation in 2022

Subscription Businesses Have 2 Different Ways to Manage Recurring Billing:

## Manual

Easy for businesses just starting out but creates lots of opportunity for human error or things to fall through the cracks. Makes scaling and customization difficult.

## Automated

Great for startups or rapid growth businesses looking to scale. Reduces time spent on billing and likelihood of error. Creates a consistent billing experience for the customer and can reduce churn.

Adopting a B2B Billing Automation Platform Has Helped Businesses:

**2% - 4%**

of revenue back on their bottom line

**80%**

Decrease in time spent on billing

**\$2,000**

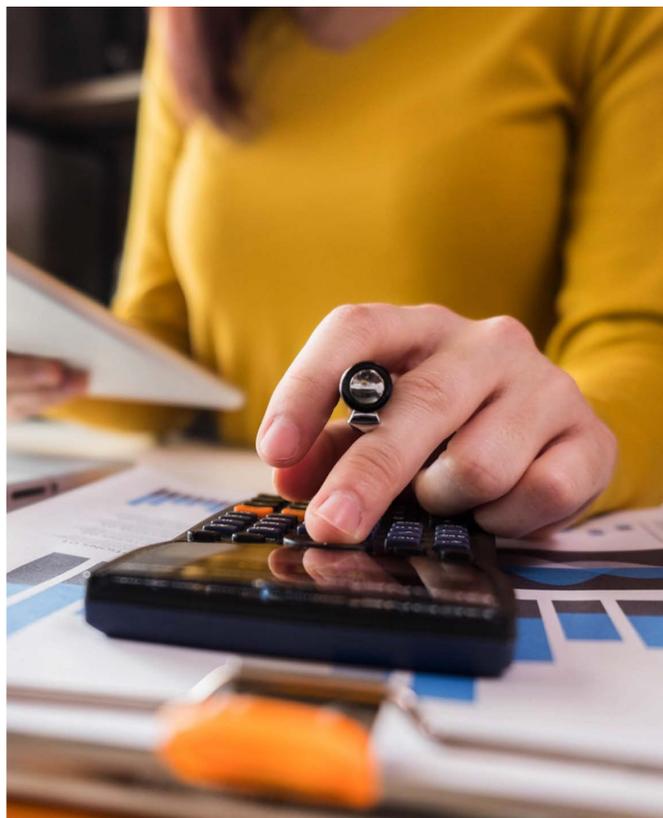
recovered a month in revenue leakage

**700%**

Reduction in late & failed payments

## Signs You Need a B2B Billing Automation Platform:

- Your team spends more than a couple of hours each month creating and processing invoices
- Customers are frustrated with late or error-ridden invoices
- Your team is too overwhelmed simply getting invoices out to deal with the backlog of overdue payments
- Billing mistakes, however small, cause big issues for your team and customers
- You don't have a clear line of sight into metrics like new, expansion, or contraction MRR



## Feature Checklist for Your Research:

- ✓ Recurring subscription billing management
- ✓ Automated revenue recovery/ Dunning management
- ✓ Rest API tools and webhooks for more custom integration needs
- ✓ Proration automation
- ✓ Built-in payment gateway
- ✓ Real-time analytics and reporting
- ✓ Robust accounting capabilities
- ✓ Reseller management and account access
- ✓ Track and project current and future revenue
- ✓ Flexible payment methods in multiple currencies
- ✓ Integrations with major business software
- ✓ Customer self-service portals
- ✓ Flexible revenue recognition settings

## Turn Your Billing Pains into Endless Opportunities

We know a software purchase can be a big decision, and we want to help you make sure you're choosing the right solution for your business. Think we might be a fit? Schedule a chat with our billing specialists to learn more!

[SCHEDULE DEMO](#)

