



## THE CUSTOMER

EnVue Telematics offers its customers the best in telematics solutions, including Geotab, Azuga, and Samsara products. The company arms its customers with the best products and services to suit their specific needs and helps them understand and use their real-time data to save money and improve their operations.

### BENEFITS SNAPSHOT



**2200% gain in budgeting/ forecasting efficiency:** Time reduced from >2 months to <48 hours



**Improved visibility into financial data:** Effort to gain accurate insights into financial data reduced from 1+ month to real-time with dashboard



**60% gain in billing efficiency:** Hours spent on billing tasks reduced by ~60%



### ENVUE TELEMATICS' STORY

With over 20 years of transportation industry experience, EnVue Telematics provides industry-leading technology and custom fleet management solutions to transportation businesses of all kinds.

In addition to offering a range of asset tracking and dash-camera devices to aid in fleet routing, dispatching, and safety, the company manages ongoing subscription services associated with these devices.

As pioneers in the industry, EnVue Telematics' team members work closely with their customers to help them select and implement the right products and services to not only elevate their fleet safety and ensure Department of Transportation (DOT) compliance but also increase their revenue and drive growth.

Over the years as EnVue Telematics followed its own growth path—increasing its customer count

and recurring subscriptions—its manual billing process became a burden. There were some obvious inefficiencies and a lack of real-time transparency regarding its subscription financials.

The company realized it needed to implement a more automated billing solution. This would not only reduce the company's time spent on billing and reporting, but it would also unlock greater business insight and forecasting capabilities for the future.



### THE CHALLENGE

As EnVue Telematics scaled within the telematics space, it began to feel the limitations and inefficiencies of its manual subscription billing process. Reporting was cumbersome and time-consuming. The company was always weeks behind in terms of getting the information it needed because the data had to be pulled, entered into spreadsheets, and analyzed as needed.

Forecasting was also a lengthy process that involved a lot of manual work and back and forth effort from the company's team.

Finally, EnVue Telematics' subscription billing process was taking up about 24 hours every single month. Each of the company's thousands of recurring subscriptions had to be created by hand.

## THE SOLUTION

After going down many paths, the company found Stax Bill to be the right solution to not only meet its digital transformation and billing automation needs but also to integrate seamlessly with—and sit sub-ledger to—its accounting platform, Quickbooks.

It took some time to move the company's thousands of customer subscriptions into a state of automated billing and management, but once EnVue Telematics' subscriptions were up and running through Stax Bill, the company started seeing benefits in many areas.

## THE BENEFITS

Since moving to Stax Bill's dynamic automated subscription billing software, EnVue Telematics has **reduced its lengthy billing process by around**

**60% and achieved greater billing accuracy.** This has enabled the company to **recover additional revenue on a recurring basis.**

The company has also been able to evolve the way it tracks its streams of revenue by breaking all its products down by general ledger (GL) code—something it never did before.

One of the greatest benefits EnVue Telematics' has realized since partnering with Stax Bill is increased transparency. The company now has an **elevated level of insight into its customer activity, the status of its subscriptions, its sales effectiveness, and its overall growth and well-being.** And on a day-to-day basis, the company's team can quickly access the meaningful data needed to perform their jobs and run the business more efficiently.

From a future perspective, EnVue Telematics has been able to **decrease the amount of time it spends on budgeting and forecasting.** The previously multi-month process now takes less than two days.

Overall, the company's **greater billing automation, accuracy, and clarity** is enabling it to confidently reinvesting into its continued growth and future success within the telematics market.



*Improving overall billing speed and accuracy has definitely been a benefit.*

– Susan Johnson  
COO, EnVue Telematics



*I now have a very clear picture of our subscription level increases, our gross revenue growth, and our month-over-month improvement.*

– Susan Johnson  
COO, EnVue Telematics



*In the [Stax Bill] platform, everybody can see the client count, how many units they have, and things like that. It has allowed me to provide access to data that means something to the entire team.*

– Susan Johnson  
COO, EnVue Telematics



*It's all in one beautiful dashboard for me, and that's what I envisioned when we started this company. The ability to see all of that information in one place, and in a way that is easy to interpret.*

– Susan Johnson  
COO, EnVue Telematics

The automation of recurring billing is a business superpower. **Let's start your origin story.**

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