



Customer Spotlight

About Articulate

Articulate develops e-learning software, content, and resources that change the way the world learns. More than 118,000 organizations worldwide, including all 100 of the Fortune 100, have created millions of courses using our online training apps, Articulate 360 and Rise.com. With Articulate 360, e-learning developers get everything they need to create courses for their learning management systems, including the award-winning authoring app Storyline 360. Articulate started out selling a physical product and has moved to a SaaS organization.

As Articulate transitioned from selling its products on CD's to now selling in a SaaS model, they needed the ability to support add-ons, amendments and more to evolve their business.

Articulate's Business Objectives

- Provide controls around billing & invoicing
- Support flexible business models, channels and hierarchies
- Manage evolving business needs with a future-proof solution designed to scale to millions of customers.

BillingPlatform's Solution

- Quickly and easily migrate customers without losing critical data
- Flexibility and separation between Finance and Sales departments
- A fully customizable, future-proof solution designed to grow with the business

Articulate's Outcomes and Results



Faster and more efficient processes, leading to improved audits



Ability to add new products and adjust pricing quickly and easily

BillingPlatform Portfolio



Billing



CPQ



Revenue
Recognition



Collections



Customer
Portal