



Preparing for Growth - The Benefits of Migrating from Aria Systems

If you've made the shift to cloud-based solutions to manage your business, you know the benefits these solutions offer—streamlined operations, a decrease in the capital costs associated with maintaining an on-premise solution and the ability to manage the solution in-house. What you may not realize is that not all cloud-based solutions are the same. Many are limited in the functionality they offer—the agility to adapt to your specific business needs and the ability to scale as you grow—adding to your total cost of ownership.

If you are one of the many companies who have deployed Aria Systems only to find the solution lacks the flexibility and scalability to support the growth your business dictates, you understand this frustration.

BillingPlatform offers the flexibility you need at a fraction of the cost. **With our quote-to-cash solution we have helped the organizations below get up and running quickly to support their specific needs:**

✓ A \$1.2 billion **digital media company** went live with its first rated-usage product in less than 12 weeks

✓ In 13 weeks, a \$600 million **global telecom organization** went live supporting the entire monetization lifecycle

✓ In 8 weeks, a \$1.5 billion **educational media company** was able to immediately respond to competitive price shifts for its catalog containing thousands of products

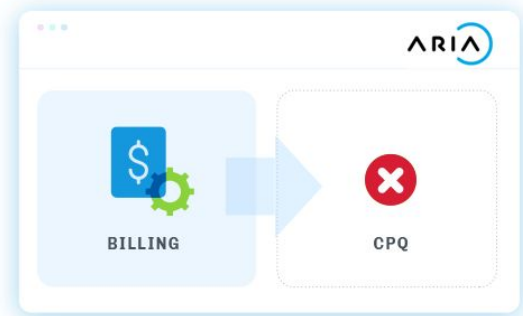
✓ A **digital media company** transitioned from another cloud-based solution to BillingPlatform in six weeks and is saving upwards of \$9M annually in its billing operations

Below we've detailed how BillingPlatform stacks up against Aria on a few key capabilities that will help to better manage your business.

BillingPlatform offer a single solution to handle the entire quote-to-cash process

- Sure, Aria provides the basics to support your billing needs, but it doesn't extend to the entire quote-to-cash process. Without built-in configure, price and quote (CPQ) functionality, managing proposals for customers becomes a nightmare. And while Aria facilitates payment processing, the solution doesn't have the automated debt management tracking needed to easily see who is past due and act on those accounts.
- BillingPlatform is the only enterprise-grade solution on the market that provides full lifecycle support of the monetization process—from product setup, quoting, billing and invoicing, revenue recognition, through payment and collections—all on a single, secure, next-generation cloud platform.

With CPQ and collections built on the same platform, you get a single solution to manage your entire quote-to-cash operation.



BillingPlatform CPQ enables your sales organization to streamline and optimize the creation of quotes and orders, while collections automates the entire debt management process. From identifying accounts past due, to assigning collection tasks, to monitoring if a customer follows through on a 'promise to pay' all on a single dashboard, automated collections ensures no accounts fall through the cracks.

BillingPlatform was designed to Recognize Revenue

- Can Aria successfully manage transaction complexity and deliver true real-time revenue management? Can they assign high-volume financial transactions and execute revenue recognition in real-time as events happen? What about combining billing and revenue recognition in a single solution? Or do you have to partner with a third-party to accomplish all this?
- With intelligent revenue recognition from BillingPlatform, you can streamline revenue management to allocate, reconcile, monitor and recognize revenue for any pricing model, billing approach or promotional offer while staying compliant with ASC 606 & IFRS 15. Plus, it's built on the same platform as the billing, CPQ and collections solution so you can utilize the flexible and powerful rule-based engine to automate your entire quote-to-cash process.

BillingPlatform helps set you apart from the competition by delivering the pricing models your customers demand

- Aria may say they support usage-based billing, but did you know they rely on a third-party software solution to manage that data? That means extra licensing costs as well as the risk of opening yourself up to unforeseen errors based on integrating the two solutions.
- BillingPlatform comes with built-in mediation and powerful rating capabilities so you can automate the process of gathering data from as many diverse sources as you need and convert that data into revenue, giving your customers the ability to pay only for what they use.

BillingPlatform puts the power of change in the hands of your business users with **no-code, point & click configurability**

- The ability to configure your solution is a critical design principle that provides for future growth.
- Sure Aria can manage your B2B business today, but do you have aspirations of growing your business or changing the way you do business? With Aria, you get a hardcoded solution with limited options to support your exact business needs, typically with high costs for customizations.
- BillingPlatform was built with business growth in mind, allowing you to easily extend the solution to support the way you do business. Design and deliver new products faster than ever, customize the UI to make it easy for staff to manage your customers, create widgets to simplify business processes and seamlessly synchronize data with other crucial enterprise applications, all with no-code, point & click configurability.



Aria may say they can accelerate subscriber growth but beware, these are a few of the limitations that will prevent your business from growing and expanding without the ability to support the complexity that enterprise operations require.

BillingPlatform | A Complete and Flexible Cloud-based Billing & Monetization Solution for Growth

When selecting a billing system it is critical to consider a solution that will allow for future growth. This requires a solution that covers the entire quote-to-cash process. It also requires the ability for a business to build out their existing solution and extend the financial ecosystem by adding custom fields, custom objects and relationships to meet their specific needs, ensuring that critical data is always available throughout billing, reporting, APIs and the UI.

BillingPlatform provides full lifecycle support of the monetization process on a secure, next-generation cloud platform. We're designed for enterprises looking to accelerate modern monetization and growth strategies. Together, our customers are transforming their customer's experience while delivering new and innovative offerings to the market.

Our approach to supporting this growth is to offer a flexible platform and a complete quote-to-cash solution so customers can focus on innovation vs. maintenance and development.



To learn more about how BillingPlatform can help you prepare for growth visit our website:

<http://billingplatform.com>