

# 15 signs

## You Need a New Billing Platform

- 01 PRICE CHANGES MAKE YOU PANIC.**  
Pricing model changes require a billing specialist to make changes to your billing system.
- 02 YOUR COMPETITION BEAT YOU TO IT, AGAIN.**  
You're unable to launch new offers in less than six months.
- 03 DEADLINES ARE BEING MISSED.**  
Your system does not include tracking of contract terms and conditions.
- 04 REVENUE'S LEAKING LIKE THE TITANIC.**  
Customers aren't being billed for what's been supplied.
- 05 TECH IS STRETCHED BEYOND MEASURE.**  
Existing systems are being taxed past their capabilities.
- 06 CUSTOMERS AREN'T PAYING THEIR BILLS.**  
Perennial invoice disputes are requiring a high percentage of re-bills.
- 07 THEY'RE TIRED OF SURPRISES.**  
Customer friction increases due to lack of invoice transparency and clarity.
- 08 YOU'RE HAVING SPREADSHEET NIGHTMARES.**  
Heavy use of Excel® for billing, revenue recognition, provisioning, CPQ, etc.

## Tip Sheet

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### **TEAMS ARE WORKING MORE, BUT SELLING LESS.**

Sales productivity is consumed by customer billing issues.

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### **YOUR SKUs HAVE SPRAWLED.**

Product catalog lists same items in various currencies with different pay schedules.

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### **MONTH-END TAKES ALL WEEKEND.**

You're dealing with lengthy financial closings and calendar conflicts.

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### **FULFILLMENT'S GONE AWRY.**

The wrong products are being sold or shipped to customers.

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### **DATA IS SOURCED FROM MULTIPLE SYSTEMS.**

With no Single Source of Truth (SSOT), which numbers are accurate?

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### **YOU'RE PROCESSING MORE + MAKING LESS.**

Many "one-off" deals are replacing long-term contracts.

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### **YOU NEED TO DOUBLE-CHECK THAT PRICE.**

Your company has no single product catalog or a single master price list.

## Turn Your Billing into a Competitive Advantage

Agile monetization and dynamic billing platforms are fundamentally designed to address challenges. But not all new platforms are created equal. Learn more about why smart companies are choosing to power their dynamic billing and agile monetization with Gotransverse, [visit: gotransverse.com](https://gotransverse.com)