

Microsoft Dynamics 365

SUBSCRIPTIONS
AND PAY-PER-USE
**FOR MICROSOFT
DYNAMICS 365**

TIER PRICING | VOLUME PRICING | BLOCK PRICING
PRICING EXCEPTIONS | DATA-DRIVEN PRICING

GOOD SIGN AUTOMATES YOUR RECURRING REVENUE PRICING AND BILLING

Good Sign is a subscription and pay-per-use solution that complements the Microsoft Dynamics 365 ERP and CRM. It is available as SaaS in Azure. It gives you the freedom to manage customer contracts and a fully automated order-to-cash process.

KEY FEATURES

- ✓ SaaS in Azure
- ✓ Subscriptions, One Time, Pay-per-Use
- ✓ Recurring Billing
- ✓ Charge Rule Editor
- ✓ Dynamic Pricing and Charges
- ✓ Contract Management
- ✓ Automated Accounting
- ✓ Reporting
- ✓ Data Interfaces
- ✓ Integration API



WHAT GOOD SIGN SOLVES AND HOW YOU BENEFIT?



REMOVE THE MOST COMMON PROBLEMS IN YOUR RECURRING REVENUE BUSINESS MODEL:

- ✓ Revenue leakage eats growth and profits
- ✓ Too much manual work and slow cash flow
- ✓ Slow time to market with new offerings
- ✓ Billing problems hurt customer satisfaction
- ✓ Challenges in transparency and IFRS/GAAP compliance

Based on our experience, businesses usually find that at least 2 of these pains apply to their recurring revenue businesses. Often, 3 or 4 of these pains exist.

WITH GOOD SIGN, YOU CAN FREELY GROW SCALABLE SERVICES AND YOU GET ALL THE BENEFITS:



NO LOST REVENUE

Stop the usual 5-10% service revenue leakage. Book it to your EBIT instead.



END OF MANUAL WORK

Eliminate 90% of manual work. Gain real-time data transparency.



SHORT TIME TO MARKET

Strike 100% flexibility. Gain 70% quicker cash flow.



IMPROVED CUSTOMER EXPERIENCE

Deliver clear and timely invoices. Deal with fewer complaints.

WHAT YOU CAN DO WITH GOOD SIGN SOFTWARE



AUTOMATE
RECURRING BILLING



AUTOMATE
ACCOUNTING AND
REPORTING



MANAGE CONTRACT
LIFECYCLE



PROVISION AND
ORCHESTRATE
SERVICES



USE ANY SOURCE
DATA



MASTER PRICING
AND COSTS



MANAGE
PRODUCTS



SET CHARGING
RULES



CREATE BUSINESS
ECOSYSTEMS

WHAT YOU CAN DO WITH GOOD SIGN SOFTWARE

✓ AUTOMATE RECURRING BILLING

Enable full billing process automation and enable reviews, altering, and approvals of invoice content prior to sending.

✓ AUTOMATE ACCOUNTING AND REPORTING

Ensure automatic delivery of the invoice data containing all dimensional data relevant for accounts receivable, and financial ledgers at your required level of aggregation.

✓ PROVISION AND ORCHESTRATE SERVICES

Use the intelligent rule engine for automated triggers, alerts, transactions, and outputs for managing and automating processes and service fulfillment.

✓ USE ANY SOURCE DATA

Import event data from any external sources, use as basis for usage and value-based billing.

✓ SET CHARGING RULES

Automate your revenue models: global, customer and contract-specific.

✓ MANAGE PRODUCTS

Enable flexible service catalogs. Multi-tiered, dynamically configurable services, bundles, packages.

✓ MANAGE CONTRACT LIFECYCLE

Manage your digital contracts throughout the life-cycle. Configurable and automated alerts, rule-based auto-renewals, automatic scheduled index increases for simplified contract management.

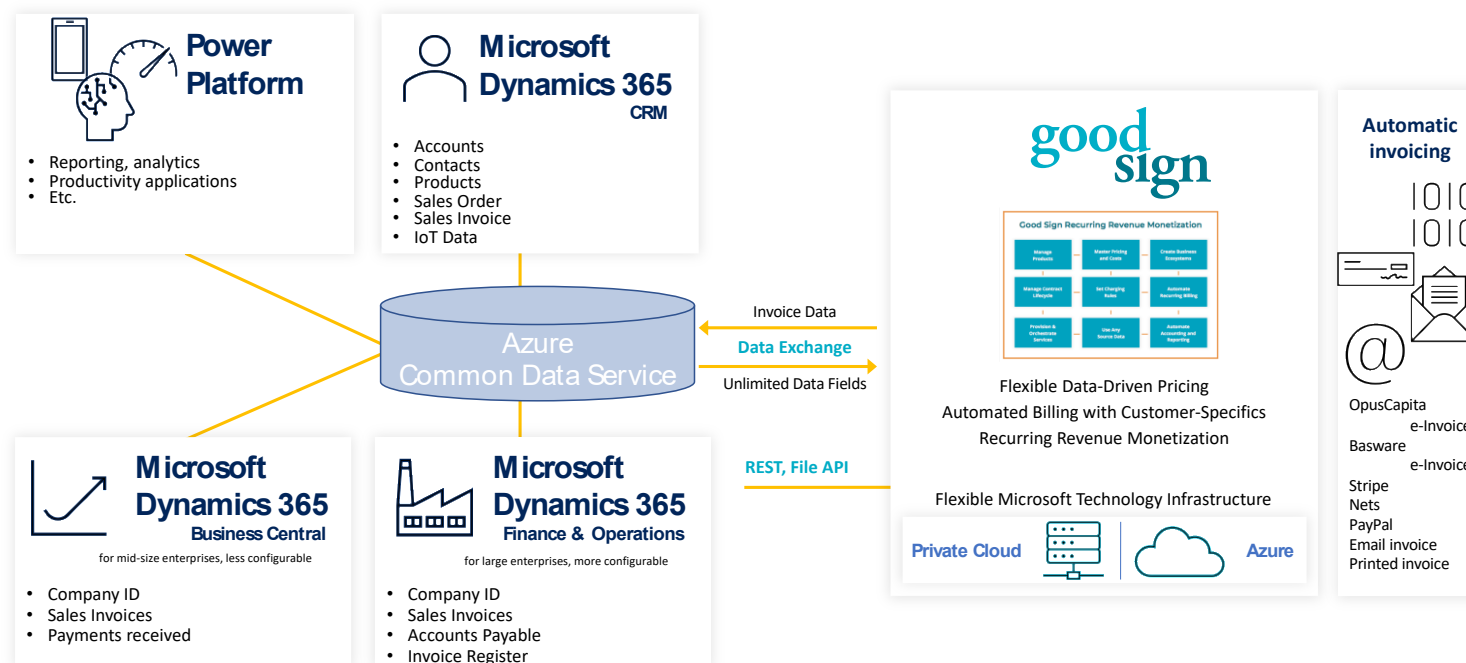
✓ MASTER PRICING AND COSTS

Manage and automate market, customer or contract level prices, pricing models, price increases, validity periods and more.

✓ CREATE BUSINESS ECOSYSTEMS

Set and manage the organization structure and user roles including your own selling companies, customers and ecosystem partners.

HIGH-LEVEL ARCHITECTURE



- ✓ Good Sign complements and extends the customers' existing Microsoft Dynamics 365 CRM and ERP. It automates subscriptions and pay-per-use as well as complex and hybrid service contracts.
- ✓ Good Sign automates service pricing and billing. The APIs enable integration with source systems and any data.

- ✓ Good Sign's rule engine provides ultimate flexibility to manage any business model from fixed prices to complex usage-based pricing scenarios.
- ✓ It supports fully automatic invoice sending through common invoice operators, or alternatively, you can send the invoices from the Dynamics 365 ERP.

TALK TO US



CONTACT US

www.goodsignsolutions.com