



# 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

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## ✔ AUTOMATE RECURRING BILLING

Enable full billing process automation yet enabling 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.

# SOME OF OUR CUSTOMERS

**TECHNOPOLIS**  
more than squares

“Now we have an agile and comprehensive solution with digitalized processes, including the way we serve our customers.”

**RISTO KIVISILTA** - CIO, Technopolis

**COM4**

“I would recommend Good Sign for any business looking for flexibility, scalability and a future-proof roadmap.”

**STEIN ANDRÉ LARNER** - CEO, Com4

**enfo**

“We struggled to find an exceptionally flexible solution to fully cover our needs in pricing and billing – and Good Sign delivered.”

**JUHANI PAJALA** - Director of Development, Enfo

**FUJITSU**

“What we needed was a next-generation mediation and billing system. Honestly? It was something that didn't exist.”

**TERO LAPPALAINEN** - Head of Tools & Automation Managed Infrastructure Services EMEA at Fujitsu

**fortum**

“Good Sign's solution helps us to streamline our sales and logistics management processes. I'm expecting a significant reduction in efforts and costs needed to manage our deliveries and invoicing.”

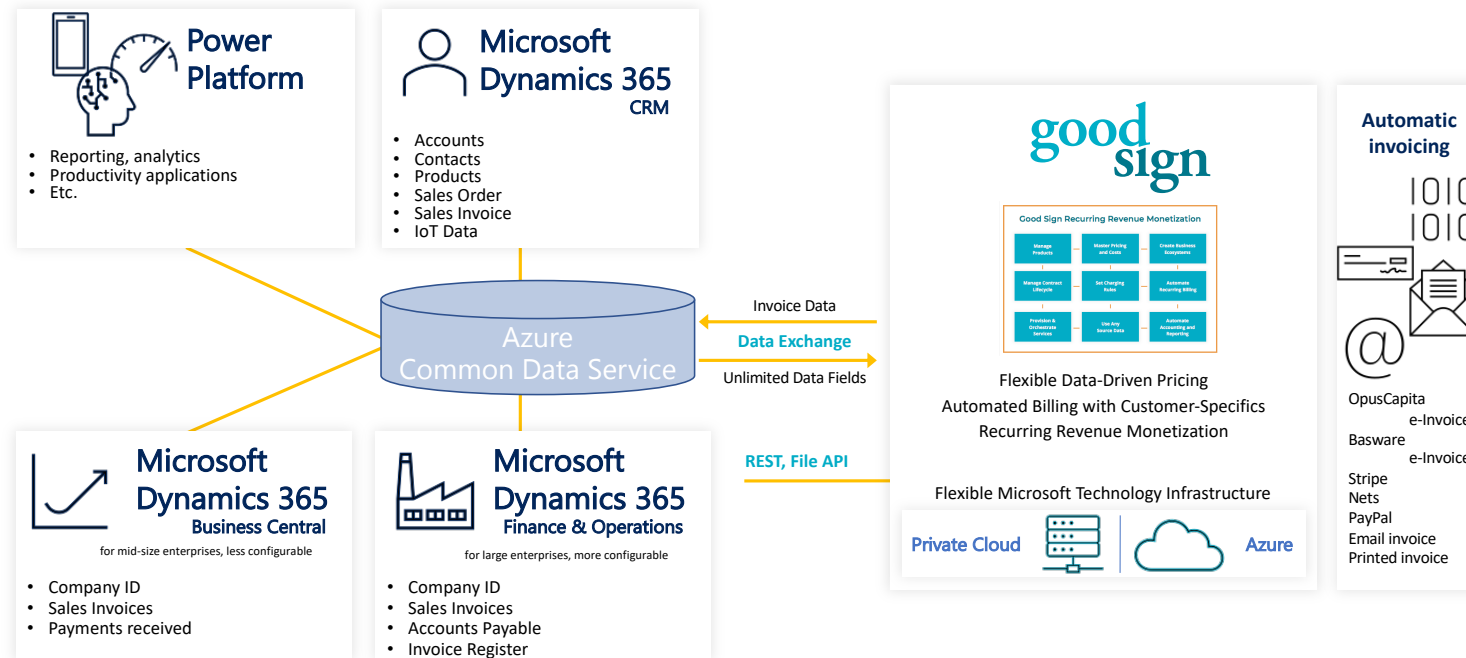
**ANSSI PAALANEN** - VP, Fortum Horse Power

**JÄRVILEASING**

“Now sales can dedicate their time to serving new customers without getting stuck with the disorganized paperwork and follow-up. Now we can also build a truly digital ecosystem connecting customers with our services, vehicle supplier, workshops and all other partners.”

**PETRI JÄRVI** - Founder, Järvileasing

# 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.

# TAKE US TO THE TEST

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## CONTACT

If you feel your pricing and billing needs will outgrow your current billing solution, or if you are just curious to learn how Good Sign does things differently, feel free to take us to the test! We will gladly take on your challenge and prove to you it can be done.

## CONTACT US

[www.goodsignsolutions.com](http://www.goodsignsolutions.com)