



DATABERRY

HOW TO GROW MY MSP BUSINESS

 (855) 350-0707

 www.databerry.com

Topics We'll Cover

1. **Why Partner with Databerry?**
2. **What Is Your Billing Strategy**
3. **Billing Automation Benefits**
4. **OpenText & API Technology**
5. **The Syncberry Solution**
6. **Pricing Plan Examples**
7. **Get Started**
8. **Next Steps**



DATABERRY



A Little About Us

We are a **Cloud Solutions company** that specializes in online services

- Founded in **2006**
- **1000+** successful project launches
- **92%** repeat business rate
- **Relationship-focused**
- **Great individualized service**

Clients we've worked with:



Microsoft

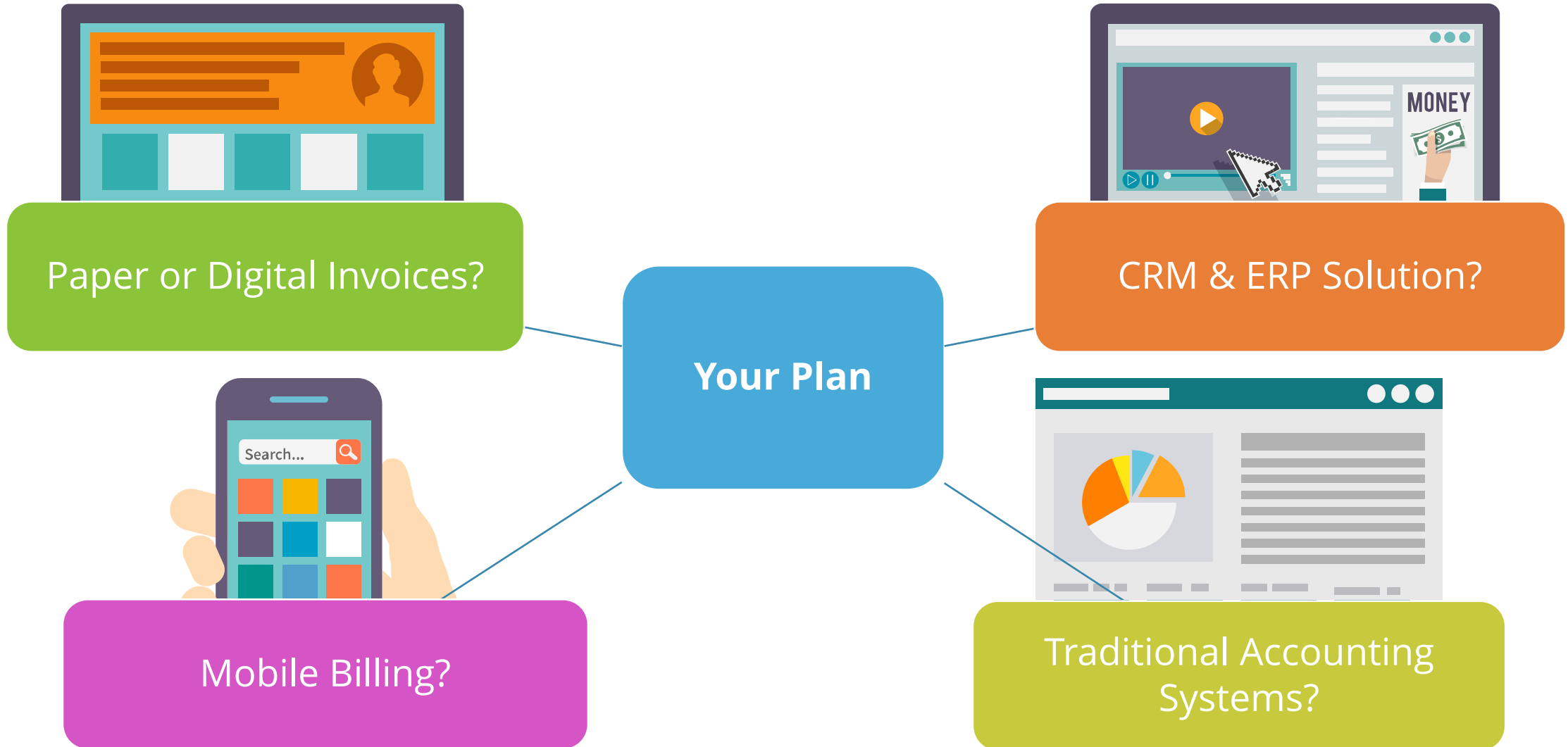


Silver Partner





What's Is Your Billing Strategy?



Billing Automation Benefits

The Automation Benefits!

- Saves processing time by 70-80% (Source: Goldman Sachs)
- Better insights into **subscription metrics**
 - Sales
 - Cash
 - Revenue
 - Monthly Recurring Revenue
- Drives **billing accuracy, reduces errors**, and allows you to **scale your MSP program** with confidence
- Simplifies payment collection
- Enhances security
- Seamless integration with core billing technologies
- Reduces the cost of processing invoices

Invoice Processing

Collect



Extract



Validate



Export



OpenText API Technology

Daily Fax Usage API

- Synchronization services is available to OpenText Partners through **Syncberry**:
 - Any Partner Reseller can retrieve their daily fax usage
 - For Master Accounts, this API can also to be used to include their child accounts' fax usage.
- A secure connection to your data

Add New Access Token

Display Name *

Permissions

- Manage users
- Retrieve usage data
- Send and manage faxes
- Query user directory
- Send SafeBoxes

BENEFIT:

Provide your clients an additional tool for greater billing visibility on Fax transactions



Billing Usage Data

Sample Usage Data for OpenText API

Data Includes Complete Call Detail Record

	E	F	G	H
on Group	From	To	Pages In	
ed Inkster, MI	16193301000	13133465000	2	

Includes Other Charges, Such As Fax Numbers & Fax Page Retention

	A	B	C
1	Enterprise	Fax Numbers	Fax Page Retention
2	MSP Parner Parent Account	1	5389
3	ACME Corp	29	789980

Includes Number Porting

A	B	C	D
Date	Enterprise	Category	Quantity



The Syncberry Solution

Simplify your billing process with Syncberry automation

Get setup in minutes and forget about managing your billing data manually.

No more data entry, importing or exporting



Charge your clients using your existing systems



Automatically bill clients for what they use



Set your own margins



Flexible enough to adapt to any billing system & requirements



Pricing Plan Examples and how we automate billing

Syncberry is flexible enough to accommodate any billing workflow!

- Get setup in minutes
- Eliminate human error
- No more manual data entry
- Save time & money

Prepaid Fax Pages (MSP Bundle)

- ✚ 10k fax pages
- ✚ Monthly statement-only
- ✚ Threshold-based contract upgrades and/or overage billing

Pay Per Click (Utility Model)

- ✚ \$.09 per fax page

Base Plus Overages

- ✚ 2k pages per month
- ✚ Overages @ \$.10 per page
- ✚ Overages reconciled quarterly

Flexible enough to adapt to any billing system or price plan requirements.



Your Invoices

Generate Invoices Automatically

Saves Time • **Complete Accuracy** • **Fully Automated**





The Syncberry Plus with Billing System

Need a better billing system?

Syncberry offers the perfect solution for MSP partner billing!

**Generates
Invoices**

**Handles
Payments**

**Accepts
Credit Cards
& ACH**

The perfect all-in-one billing solution.



INVOICE

Invoice# 52148
Date 01 / 02 / 2020

Invoice to:
Dwyane Clark
24 Dummy Street Area,
Location, Lorem Ipsum,
570xx59x

SL.	Item Description	Price	Qty.	Total
1	Flat Rate \$.06 per fax page in/out	\$.06	46428	\$2,785.68
2	Fax Number (DID) \$4 per number	\$4	3	\$12.00
3	Retention \$1 per 1,000 pages stored	\$.001	46428	\$46.43
4	Number Porting \$15 per port	\$15	3	\$45.00



How do I get started?

The Syncberry Process



Project Discovery

30-60 Minutes

1

- > Initial Discovery Call
- > Project Outline Requested



Business Requirements Documentation

1-2+ Weeks (based upon scope)

2

- > In-Depth, Live BRD Creation Call
- > Internal BRD Completion & Submission
- > BRD Review & Revisions
- > Create Statement of Work (SOW)



Plan Execution

3-12+ Months (based upon scope)

3

- > On-boarding Call
- > Milestone Scheduling
- > Build & Deploy Syncberry Configuration
- > Run Billing Process Tests



Launch & Maintenance

Scheduled & Ongoing

4

- > Scheduled Application Launch
- > Security & System Updates
- > 24/7 Monitoring



DATABERRY



✓ Get Found Fast

✓ Increase Online Revenue

✓ Get More Leads

✓ Optimal Design and Functionality

✓ Custom Built Website or Online Store

✓ Mobile Response Services

EXPERIENCE THE DATABERRY DIFFERENCE!



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