

# From invoice to insight

Take full control over your usage-based services



 **CLOUDBILLING**<sup>®</sup>

**We believe that usage-based  
business models are the future...**

**...and it all starts with billing.**



A photograph of a winding asphalt road through a rocky, hazy landscape. The road curves to the right, bordered by a yellow guardrail. The background shows steep, rocky hillsides with sparse vegetation, partially obscured by mist or fog. The overall scene is atmospheric and suggests a path forward.

CloudBilling is a fully scalable solution

Ideal for high volumes of products, customers or pricing rules

Completely flexible to adjust price models to the needs of market conditions

**A future proof  
solution.**

From invoice to **insight.**



# The billing solution.

## Calculate and generate accurate invoices

CloudBilling generates accurate invoices in whatever format your business needs, using a flexible system of price rules.

## Clear overview of revenue and related costs

You receive a clear overview of revenue and related costs resulting from the fully automated process.

From invoice to **insight**.





We import the consumption

We check all price rules

And transform it into detailed invoices

Pay-per-use, subscriptions, fixed fees, etc.  
We can handle them all

**We are a**  
**billing engine.**

From invoice to **insight.**



# What we do.

## We professionalize the billing process

- Shorten labour intensive administration & billing processes drastically
- Reduce monthly closures from weeks to a day
- Limit error sensitivity through manual processing
- Create flexibility in the administration of various price plans
- Detect and prevent turnover leakage

## We extend analysis capacity using billing data

Base for strategic development and product propositions. By having insight in your usage-based data, CloudBilling enables you to react to changes in your business environment

# Pricing rule **building blocks.**

These are our 9 price plan building blocks. Combined they allow us to provide a solution, even in the most comprehensive billing scenarios. Your financial department but also your marketing and sales department can go all the way. You will be able to take their plans to a clear invoice.

Price	Specifies a unit price.
Adjust (fixed)	Give a fixed discount or surcharge.
Adjust (percentage)	Give a percentage discount or surcharge (often used for VAT).
Sum	Sums all amounts in the specified Product cluster. This rule is also used for applying ladders on usage in a period, instead of to individual purchases.
Group price	Acts like the sum pricing rule. Only after summing the underlying items, the summed value is replaced with the value.
Ladder	Ladder pricing rules are used for tiered pricing. Both segmented and staggered ladders are supported.
Maximum price	Define a maximum price charged for a Product cluster.
Minimum price	Define a minimum price charged for a Product cluster.
Bundle	The bundle rule checks the usage against all of the bundles.

# CloudBilling in the order-to-cash process.

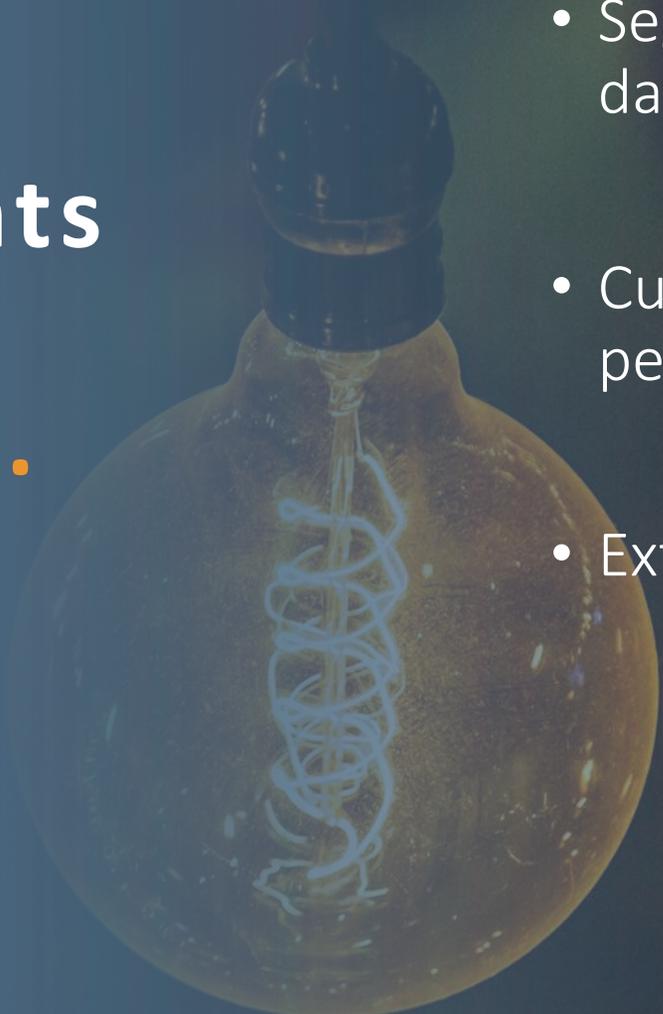


From invoice to insight.



# CloudBilling in more detail.





**Valuable insights  
with our  
reporting tools.**

- Segment the extensive collection of data
- Customer behavior and product performance
- Extensive BI capabilities

# Usage based insights.

Filter and segment the extensive collection of data to gain better insights into business performance and customer behavior

Reports to display the extensive collection of data, such as:

- **Top Revenue Report**  
The averages revenue and averages costs in a single graph.
- **Difference report**  
Keep track of the growth rate of your costumers revenue from month to month.
- **Product Revenue Report**  
Key insights into the performance of the different products of product groups.
- **Averages Report**  
Overview of the revenue cost and margin per customer per period.

# Customer **examples.**

axians

speakup

≡ Solvinity.

 basecone

Twinfield

 **INS PARK**

 UnifiedPost

  
Rabobank

simac  


 **FACTURIS**

 **PINK**

**Tellow**

CONCLUSION  
FIT

 **CTAC**  
ENABLING YOUR AMBITION

 **y u k i**

# A few screenshots

# Dashboard view

For market & financial analysis



# Customer Cockpit

For operations



**Customer Cockpit** Edgware 57

Billing every 1 Month, from 2014/04/28 (Aligned and separately each Month)

Price Plan Highlights (current period)  
**VAT Luxemburg for All Products** +15.00 %

Billing History (up to last 6 invoices) Find All Invoices

Selected Period: 01 Oct 2015 to 31 Oct 2015 (INVOICED\_OK) \*\*\*  
Last Calculated: 12 Oct 2015 15:28  
Total: 1513.49

**Edgware**  
Boekweitstraat 50  
3971 XN NIEUW-VENNEP

Invoice Date: 14-10-2015  
Invoice Nr: Draft  
Invoice Period: 01-10-2015 - 31-10-2015  
Client Nr: 10040

	Quantity	Amount
<b>Infrastructure</b>		
Host Intruder Detection System	1	€ 350,00
Basic Infrastructure	1	€ 300,00
Cores	1609,00 Core-hours	€ 17,70
Primary Storage	2822,00 (Gb)	€ 28,22
Memory	2836,00 (Mb)	€ 170,16
		<b>€ 866,08</b>
<b>Virtual Platform</b>		
MS Office Sharepoint	1	€ 190,00
		<b>€ 190,00</b>
<b>Licenses</b>		
Ubuntu 12.04 LTS	1	€ 0,00
Scientific Linux 6.2	1	€ 0,00
RedHat Enterprise 6.1	1	€ 130,00

**Details**

Time Zone: Europe Standard Time  
Language: English (United States)

Email Addresses (1)  
[pagina] messengerun@cloudbilling.nl

Custom Fields (1)  
DebNr : 10040

Addresses (1)

**Invoice Address**  
Boekweitstraat 50  
Invoice Address Line 2  
Invoice Address Line 3  
Invoice Address Line 4  
Invoice Address Line 5  
3971 XN  
NIEUW-VENNEP  
NEDERLAND



# Product clusters

All sorts of product structures are covered

The screenshot shows a web application interface for managing product clusters. At the top, there is a navigation menu with items: Customers +, Invoices +, Products, Pricing Rules, Purchases, Reports, Administration +, Connectors, CSP Demo (Demo@Production) +, and Help. Below the navigation, there is a 'Product Clusters' section with a '+ Add' button and a search bar. A table lists various tag names and their associated rules. The 'All Products' tag is highlighted. To the right of the table is a diagram showing a hierarchical structure of product clusters. The central node is 'All Products', which is connected to several other nodes: 'Microsoft', 'Private Cloud', 'Professional Service...', 'Azure', 'Dynamics', 'Exchange', 'omniOS', 'Infrastructure', 'Licenses', and 'Managed Services'. The 'All Products' node is highlighted with a yellow star. To the right of the diagram is a 'Cluster Details' panel showing pricing information for 'All Products': Revenue: No pricing found, Cost: No pricing found.

Tag Name	Rules
API Management	[icon] [icon]
Active Directory	[icon] [icon]
All Products	[icon] [icon]
Analytics	[icon] [icon]
App Service	[icon] [icon]
Application Gateway	[icon] [icon]
Application Management	[icon] [icon]
Authentication	[icon] [icon]
Automation	[icon] [icon]
Azure	[icon] [icon]
Azure AD Basic	[icon] [icon]
Azure AD Premium	[icon] [icon]
Azure Active Directory	[icon] [icon]
Azure Active Directory B2C	[icon] [icon]
Azure DNS	[icon] [icon]
Azure IoT Hub	[icon] [icon]
Backup	[icon] [icon]
Bandwidth	[icon] [icon]
Basic Storage	[icon] [icon]
BizTalk Services	[icon] [icon]
CentOS 5.7	[icon] [icon]
CentOS 6.2	[icon] [icon]
Cloud Services	[icon] [icon]
Compute	[icon] [icon]
Cores	[icon] [icon]

Cluster Details  
Pricing for: All Products  
Revenue: No pricing found  
Cost: No pricing found

# Invoice per customer

Fully specified automatically



The screenshot shows a web application interface for invoice management. The main content area displays an invoice for Yellowtail B.V. (CSP201504) for the period of 01 Jan 2016 to 31 Jan 2016. The invoice is approved (CSP2016-27) with a total of 2260.68 and a cost of 1006.77. The invoice details include the customer name, address, and the CloudBilling logo. A table of items is shown below, listing categories and amounts.

Category	Amount
Azure	€ 28,68
Dynamics Online	€ 620,00
Exchange Online	€ 116,00
Office 365	€ 242,00

Additional details from the screenshot:

- Customer: Yellowtail B.V. CSP201504
- Period: 01 Jan 2016 to 31 Jan 2016
- Last Calculated: 11 Feb 2016 10:34
- Invoice Number: CSP2016-27
- Date: 01-08-2016
- Total: 2260.68
- Cost: 1006.77

The interface also includes a sidebar with a customer list, a navigation menu, and a footer with version information (1.8.0.0) and a link to Terms & Conditions.



# Invoice per customer

Fully specified automatically

**Invoice Viewer**

**Yellowtail B.V. CSP201504** **CSP2016-27 (APPROVED)**

Period: 01 Jan 2016 to 31 Jan 2016 **Total: 2260.68**  
Last Calculated: 11 Feb 2016 10:34 **Cost: 1006.77**

Category	Quantity	Amount
<b>Azure</b>		<b>€ 28,68</b>
Windows Instance A0	3,00 Hours	€ 0,05
Windows Instance A0	2,00 Hours	€ 0,03
Windows Instance A0	4,00 Hours	€ 0,07
Windows Instance A2	4,00 Hours	€ 0,52
Windows Instance A2	2,00 Hours	€ 0,26
Windows Instance A2	1,00 Hours	€ 0,13
Windows Instance A4	8,00 Hours	€ 4,37
Windows Instance D1	21,00 Hours	€ 2,64
Windows Instance D11	4,00 Hours	€ 1,16
Windows Instance D11	1,00 Hours	€ 0,29
Windows Instance D3	1,00 Hours	€ 0,50
Windows Instance D3	4,00 Hours	€ 2,00
Windows Instance D3	7,00 Hours	€ 3,50
Windows Instance D4	6,00 Hours	€ 6,01
Windows Instance G1	3,00 Hours	€ 1,95
Windows Instance G2	4,00 Hours	€ 5,19
<b>Dynamics Online</b>		<b>€ 620,00</b>
Dynamics Online Essential	11,00	€ 165,00
Dynamics Online Professional	7,00	€ 455,00
<b>Exchange Online</b>		<b>€ 116,00</b>
Exchange Online (Plan 1)	7,00	€ 28,00
Exchange Online (Plan 2)	11,00	€ 88,00

**Total**

2260.68	<input type="button" value="M"/>	<input type="button" value="D"/>
1902.52	<input type="button" value="M"/>	<input type="button" value="D"/>
529.41	<input type="button" value="M"/>	<input type="button" value="D"/>
149.24	<input type="button" value="M"/>	<input type="button" value="D"/>
264.18	<input type="button" value="M"/>	<input type="button" value="D"/>
100.67	<input type="button" value="M"/>	<input type="button" value="D"/>
755.03	<input type="button" value="M"/>	<input type="button" value="D"/>
0.00	<input type="button" value="M"/>	<input type="button" value="D"/>

CloudBilling Management Portal 1.8.0.0  
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# Extended reporting



Customers + Invoices + Products Pricing Rules Purchases Reports Administration + Connectors

Reports  [GL Report](#) [Product Revenue Report](#) [Revenue Differences](#) [Revenue Report](#)

Show 10 entries [Copy](#) [CSV](#) Search:

	Product Name	Period	Total Revenue (Ex VAT)	Total Cost	Total Margin
1	Azure	May	99.777,81	86.503,93	13.273,87
2	Azure	Apr	96.678,64	83.771,60	12.907,04
3	Azure	Jun	96.569,27	83.685,60	12.883,68
4	Azure	Mar	85.415,88	74.038,92	11.376,96
5	Azure	Feb	70.292,71	60.929,08	9.363,62
6	AWS EC2	May	66.387,32	55.322,77	11.064,55
7	AWS EC2	Jun	64.448,66	53.707,22	10.741,44
8	AWS EC2	Apr	64.387,90	53.656,59	10.731,32
9	AWS EC2	Mar	50.422,68	42.018,90	8.403,78
10	Office 365	May	49.130,17	39.309,59	9.820,57
Page Total			€ 743.511,04	€ 632.944,20	€ 110.566,83
Total			€ 1.423.123,11	€ 1.168.708,45	€ 254.414,64

Showing 1 to 10 of 42 entries

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# Questions?

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