

# Bill and Collect Faster on the #1 AI CRM

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## Provide Billing Flexibility

Bill for any revenue type, including fees, equipment, subscription, consumption or milestone based products, all from a single platform.

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## Consolidate Invoicing

Use data created during the quoting process to simplify billing. Ensure accuracy while capturing outstanding charges on a single invoice per customer.

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## Provide Flexible Payment Terms

Adjust billing frequency with dynamic invoice plans, including those based on time, usage, and milestone.

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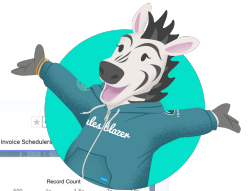
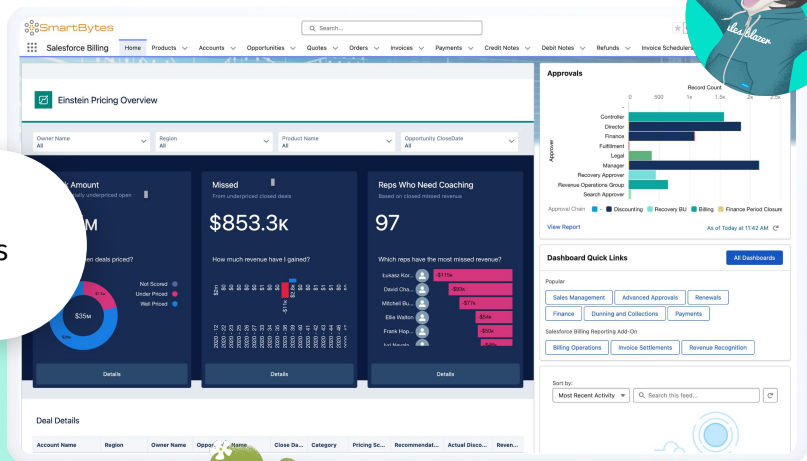
## Automate Payments

Connect gateways from the app exchange to enable electronic payments.

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## Streamline Collections and Dunning

Monitor accounts receivable aging and adjust dunning methods to accommodate struggling customers.



# How can you Sell Faster with Salesforce?

## Reduce SKU Proliferation with Advanced Billing Configuration

- Enable complex configuration of billing and tax rules, revenue treatments, and general ledger tagging to reduce SKU proliferation when selling across legal entities

## Improve Invoice Accuracy with Invoice Consolidation and Grouping

- Eliminate point solutions and scale business operations by unifying billing for all sales channels on CRM
- Consolidate invoices to combine multiple orders by billing account, contract, purchase order number, and more

## Increase Revenue with Usage Rating and Processing

- Rate and process usage consumption with a variety of pricing options including tiers, volume, per unit, included quantities, minimum/floor charges, and more
- Ensure your customers pay the correct price per usage event, based on contracted tiers and historical usage

## Boost Accuracy with Automated Billing

- Automate billing for any frequency – monthly, quarterly, or annually – with a built-in invoice scheduler
- Ensure contract changes, prorations and coterminous add-ons are accurately accounted for in the invoices and payment schedules

## Get Paid Faster with Automated Payment Collection

- Automate electronic payments like ACH and credit cards
- Automatically process payments with payment gateway partners on a recurring basis
- Make collections easy with automated customer notifications and dunning process flows

