

What is ZoneBilling for NetSuite?

ERP, billing and revenue recognition are now all-in-one, built for NetSuite

As former CFOs, controllers, and system admins, we never understood why billing and revenue lived separately from financials. So, we did something about it. ZoneBilling was built directly in NetSuite as a native SuiteApp, meaning no more separate platforms or logins just to add new billing models like subscriptions. Just one unified platform for everything order-to-cash.



All-in-one

Manage order-to-cash in one unified place.

Say hello to one system—NetSuite—for everything lead-to-revenue (and only one login – finally). Manage only one Customer record, one Item master, and leverage native NetSuite capabilities and transaction types.



Save time

Stop swimming in spreadsheets & systems.

Close your books up to 50% faster, reduce audit prep time by 50%, stop calculating subscriptions in spreadsheets, and watch your team get happier. Then go have a margarita.



Save money

Optimize your costs. Invest in your future.

Grow while your expenses don't with flat pricing. On average, NetSuite & Zone customers see savings of up to 50% in IT costs and 75% in costs associated with invoicing.

How do we implement?



Functional Strategy

We gain a deep understanding of all business requirements along the lead-to-revenue cycle.



Integration Strategy

Integration requirements and key processes where external information is critical are mapped out.



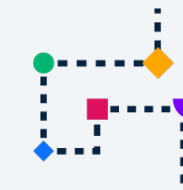
People Strategy

Together we'll determine clear roles – for both your team and ours – to guide the implementation to success.



PMO Strategy

We'll determine our product methodology based on Zone best practices and your business' current processes and technologies.



Transition Strategy

As configuration is finalized, you'll develop in-house expertise as we migrate your billing (and data) fully into NetSuite.

What can ZoneBilling do?

Wave goodbye to managing subscription billing in spreadsheets. Bill your customers and build invoices to match your exact needs directly in NetSuite, no matter how complex the use case, billing model, or revenue requirements.

- ✓ Fixed Recurring

✓ One-Time Fees

✓ Pay As You Go

✓ Tiered Pricing

✓ Minimums

✓ Maximums

✓ Overage Fees

✓ Prepaid

✓ Pro-Rated Charges

✓ Co-Termed Upsells

✓ Evergreen Contracts

✓ Rollover Usage

✓ Pooled Usage

✓ Inventory / Fulfillment
- ✓ Subscription Boxes

✓ Uplifts

✓ Revenue (ASC606 / IFRS 15)

✓ Attribute Based Pricing

✓ Custom Formula Pricing

✓ Consolidated Invoicing

✓ Milestone Fees

✓ T&M Fees

✓ Bill To / Ship To Management

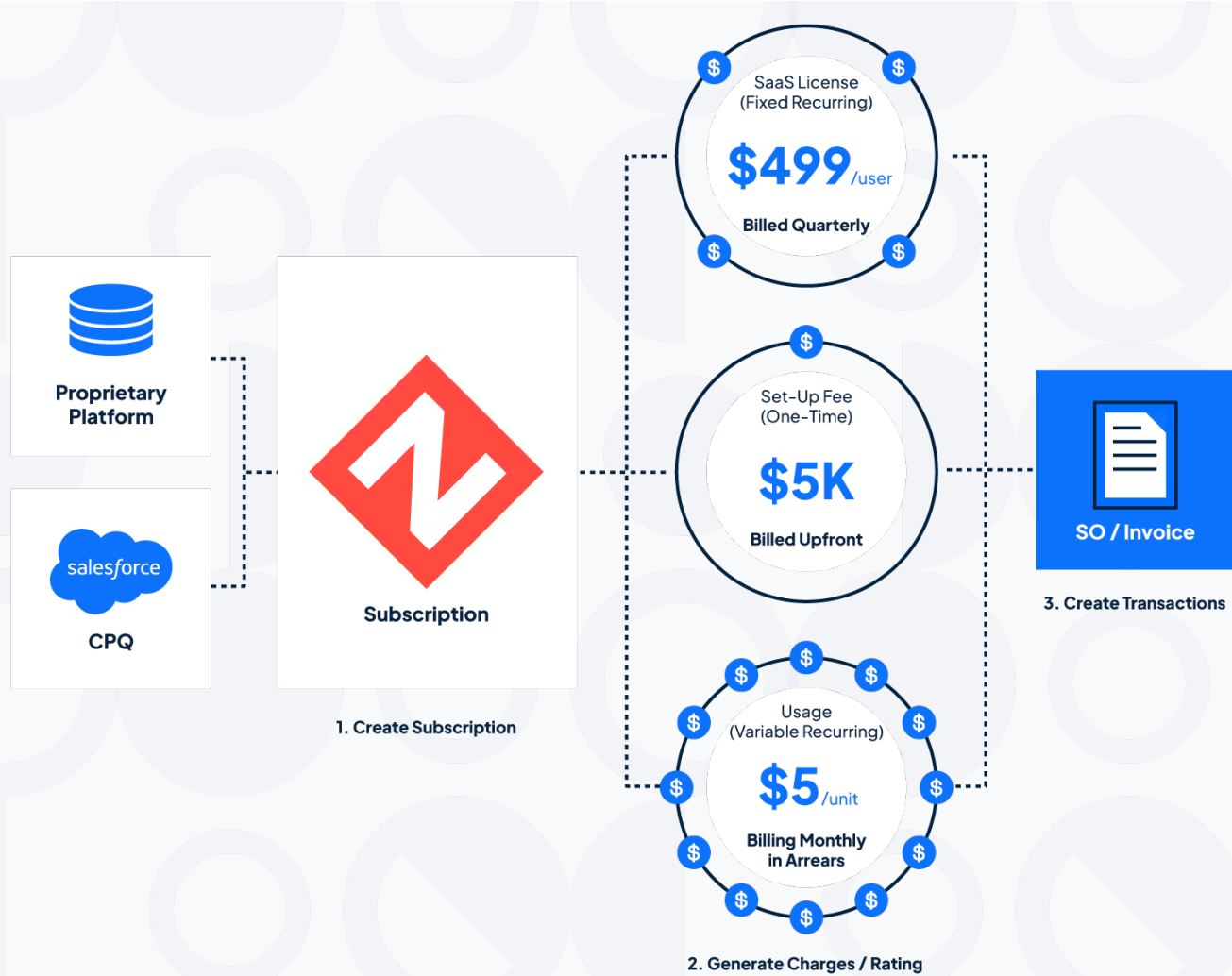
✓ Resellers / Distributors

✓ Bundles

✓ User-based Pricing

✓ Hierarchy Management

✓ Data Mediation



Why bill in NetSuite with Zone?

Rather than buy another 3rd-party solution and silo your financial data into another system, centralize and automate your lead-to-revenue processes completely in NetSuite. Businesses at every stage are saving time, spending less, and lowering risk across entities and borders with ZoneBilling, built for NetSuite.



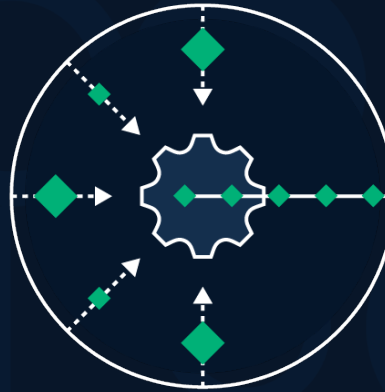
Unified

One real single source of truth.



Agile

Add new models, not new systems.



Intelligent

Automate and Integrate? We sure do.



Secure

Compliance has met its match.



Global

Anywhere you grow, we go.

Does ZoneBilling work for my industry?

ZoneBilling was designed to adapt to your industry's specific needs and environment. No matter how you bill – or for what – ZoneBilling can handle it. And because it's a part of NetSuite, you get one source of truth across your business (or multiple entities).

- ✓ Agriculture

✓ Business Services

✓ Construction

✓ Consumer Services

✓ Education

✓ Energy, Utilities & Waste

✓ Finance

✓ Government
- ✓ Healthcare Services

✓ Holding Companies & Conglomerates

✓ Hospitality

✓ Hospitals & Physicians Clinics

✓ Insurance

✓ Law Firms & Legal Services

✓ Manufacturing

✓ Media & Internet
- ✓ Minerals & Mining

✓ Organizations

✓ Real Estate

✓ Retail

✓ Software

✓ Telecommunications

✓ Transportation



Why do customers love ZoneBilling?

“We have a decentralized billing process and are able to centralize on NetSuite with Zone. The fact that ZoneBilling can handle all of the billing scenarios we have is significant.”



ORACLE NETSUITE
SuiteCloud Developer Network

Zone & Co is a 5-Star NetSuite Solution Provider

Zone & Co is a member of NetSuite's SuiteCloud Developer Network

ZoneBilling is a comprehensive SuiteApp, built for NetSuite