



Unstoppable billing. NetSuite native.

ZoneBilling



“If somebody has a complex business, a business they think won’t fit in the box, I know Zone would be able to help them achieve those goals easily.”

– Sandro De Ciccio, VP Controller at Power Factors

How it works

1

Select your billing models.

Allow for changes in how you bill, without changing your billing system.

- One time fees
- Pay as you go
- Tiered usage
- Prepaid subscription
- Prepaid usage
- Minimum commitments
- Co-termed upsells
- True-ups
- Inventory/fulfillment
- Attribute-based pricing
- Custom Formula Pricing
- Commitments + Overage
- Evergreen contracts
- Rollover Usage
- Renewal Automation
- ...and more

2

Seamlessly handle contract amendments.

Integrated billing and revenue management that knows the rules

Fixed recurring

- Downsell
- Upsell
- Prorating
- Service dates vs bill dates
- Renewals
- Deferral & scheduling rev rec
- ...and more

Usage

- Bring in by API
- Handle data mediation
- Bill by tiers
- Bill by fixed rates
- Apply mins and maxes
- Pool usage across accounts
- ...and more.

3

Sync contract changes to NetSuite Revenue Management.

Reduce manual work and comply with ASC 606 and IFRS 15 standards. We give you the right rev rec data so you can post entries automatically and correctly.

4

Grow, evolve, and price without constraints.

Whether you are launching new products, adjusting pricing models, adding subsidiaries, expanding globally, or managing acquisitions, Zone seamlessly accommodates these changes and scales with your growth.



Plus, get real-time subscription updates from

salesforce

ZoneBilling seamlessly integrates with Salesforce and Salesforce CPQ, mirroring contract changes so that sales teams can rely on Salesforce while accounting stays centered in NetSuite as the single source of truth.



Hierarchy challenge

Power Factors Achieved a 94% Reduction in Revenue Booking Time Using ZoneBilling

Sandro De Ciccio, VP Controller at Power Factors

CHALLENGES

- Multi-site customers
- Complex invoices
- Usage billing
- Manual spreadsheets

The screenshot shows a complex Excel spreadsheet with multiple tables and columns. The tables include:

- Customer:** ABC Company
- Billing Details:** Contract signed: 6/29/23, > 36 month term, 2x On-Line Order: N/A, 3x 3 year subscription; supersedes all previous orders.
- Revenue Details:** 12 month auto renewal if written notice is not received 90 days before end of term. Subject to increase of up to 3%.
- Item Description Table:** Columns include Date, Order Date, Order Event, SKU, Item Description, Uplift/In Arrears, Rate Type, Billing Frequency, Quantity, Rate, Contract Amount, Prepayment, and Billing Amount.
- Revenue Details Table:** Columns include Order Date, Order Event, SKU, Item Description, Rate Type, Quantity, Rate, Discount Rate, and Amount.
- Item Description Table (continued):** Columns include Date, Order Date, Order Event, SKU, Item Description, Uplift/In Arrears, Rate Type, Billing Frequency, Quantity, Rate, Discount Rate, and Amount.

Power Factors had to track and invoice thousands of sites for their customers, each with different contract terms, implementation dates, and billing cycles. It took up to 3 weeks to consolidate data and generate invoices via Excel – and as they grew through M&A activity, complexities only grew worse.

ZoneBilling enabled them to handle thousands of data points daily, right within NetSuite. This reduced invoice errors—and Sandro De Ciccio, VP Controller, can now generate invoices in seconds and send them when due.

As Power Factors continues to grow and acquire businesses, they feel confident and unstoppable in their billing system.

BEFORE: Complicated invoicing in Excel that slowed growth.

The screenshot shows an auto-generated invoice with the following details:

- INVOICE NUMBER:** INV3723 | **DATE:** 2/1/2023 | **PO Number:**
- BILL TO:** APPLE, 1 INFINITE LOOP WAY, CUPERTINO, CA 95014
- DUE DATE:** 2/1/2023
- AMOUNT PAID:** \$0.00
- PAYMENT TERMS:** AMOUNT REMAINING: \$13,545.00
- ITEM LIST:**
 - 500GB Cloud Storage: 1 @ \$250.00 = \$250.00
 - Full Access Users: 20 @ \$135.00 = \$2,700.00
 - View-Only Users: 8 @ \$80.00 = \$640.00
 - Platform Fee: 1 @ \$350.00 = \$350.00
 - Subtotal for Fixed Charges: \$5,940.00
 - One-Time Network Fee: 1 @ \$700.00 = \$700.00
 - Implementation Fee: 1 @ \$5,750.00 = \$5,750.00
 - S24 Pro Camera: 20 @ \$150.00 = \$3,000.00
 - Subtotal for One-Time Charges: \$9,490.00
 - Transaction Fees: 100 @ \$1.25 = \$125.00
 - Overage Charge: 50 @ \$0.60 = \$30.00
 - Subtotal for Usage Charges: \$155.00
- PAYMENT METHOD:** CHECK: MAIL TO: UNITED STATES, CA
- SUBTOTAL:** \$13,545.00
- TAX:** \$0.00
- DISCOUNT:** -
- GRAND TOTAL:** \$13,545.00

AFTER: Auto-generated invoice by Zone which accounts for product types and billing complexities.





Rev Rec challenge

Sourcegraph cut revenue recognition time by 70% with ZoneBilling

Samantha Ulrich-Herman, Accounting Manager at Sourcegraph

CHALLENGES

- Explosive growth
- ASC 606 rev rec
- SaaS billing
- No SFDC integration

Sourcegraph, a subscription-based company, grew to 2.5 million users.

This rapid growth meant that manually applying billing and revenue recognition rules was no longer scalable—especially after adopting the ASC 606 standard.

The Sourcegraph team now saves 2-3 days per month, thanks to ZoneBilling automation.

Revenue recognition is no longer “super manual,” but properly allocated and synced each time a contract changes.

	2022	2023	2024	2025	2026
	Yr 1	Yr 2	Yr 3	Yr 4	Yr 5
Item A	\$535,957.02	\$56,676.16	\$67,809.68	\$79,165.88	\$90,749.19
Item B	\$120,139.21	\$22,541.99	\$24,992.83	\$27,492.69	\$30,042.54
Item C	\$84,406.37	\$6,094.50	\$7,816.39	\$9,572.72	\$11,364.17
Item D	\$281,925.18	\$27,569.68	\$33,314.96	\$39,181.26	\$45,164.88
Item E	\$69,058.22	\$7,439.38	\$7,848.17	\$8,285.14	\$8,750.84
Item F	\$85,388.54	\$7,094.27	\$8,836.16	\$9,612.88	\$10,425.14
Item G	\$3,380.00	\$447.60	\$516.55	\$586.88	\$658.62
Item H	\$18,360.00	\$18,360.00	\$18,360.00	\$18,360.00	\$18,360.00
Subtotal	\$1,198,612.54	\$1,232,217.59	\$1,256,494.74	\$1,281,257.43	\$1,306,515.39

Product	List Price		Total Rev	REVENUE				
	Total List Price	Allocation		Allocated / Serv'd	Yr 1	Yr 2	Yr 3	Yr 4
AS	105,505	4.9%	304,717	60,943.48	60,943.48	60,943.48	60,943.48	60,943.48
DC	16,874	0.8%	48,735	9,747.03	9,747.03	9,747.03	9,747.03	9,747.03
ER	206,221	9.5%	595,603	119,120.65	119,120.65	119,120.65	119,120.65	119,120.65
IN	155,524	7.2%	449,181	89,836.25	89,836.25	89,836.25	89,836.25	89,836.25
MD	814,977	37.5%	2,353,800	470,759.97	470,759.97	470,759.97	470,759.97	470,759.97
NC	1,799	0.1%	5,196	1,039.28	1,039.28	1,039.28	1,039.28	1,039.28
NH	4,014	0.2%	11,594	2,318.86	2,318.86	2,318.86	2,318.86	2,318.86
NK	164,251	7.6%	474,387	94,877.30	94,877.30	94,877.30	94,877.30	94,877.30
ON	14,394	0.7%	41,571	8,314.26	8,314.26	8,314.26	8,314.26	8,314.26
OU	271,591	12.5%	784,404	156,880.71	156,880.71	156,880.71	156,880.71	156,880.71
PY	2,028	0.1%	5,857	1,171.45	1,171.45	1,171.45	1,171.45	1,171.45
RH	7,197	0.3%	20,786	4,157.13	4,157.13	4,157.13	4,157.13	4,157.13
UC	265,060	12.2%	765,540	153,107.98	153,107.98	153,107.98	153,107.98	153,107.98
	2,029,435	93.4%	5,861,372	1,172,274.35	1,172,274.35	1,172,274.35	1,172,274.35	1,172,274.35

BEFORE: Managing revenue recognition in Excel was unsustainable.

QUANTITY	ITEM	REVENUE RECOGNITION PLAN	ORIGINAL QUANTITY	SALES AMOUNT	ORIGINAL DISCOUNTED SALES AMOUNT	DISCOUNTED SALES AMOUNT	REVENUE AMOUNT	REVENUE ALLOCATION RATIO	REVENUE RECOGNITION RULE	START DATE	END DATE
10	View Only Users	<input checked="" type="checkbox"/>		1,500.00		1,500.00	1,500.00	4.22%	SL Prorate First and Last	1/1/2022	9/30/2022
1	Professional Services (% complete)	<input checked="" type="checkbox"/>		5,000.00		5,000.00	5,000.00	14.07%	Default One-Time Direct Posting	1/1/2022	1/31/2022
1	Professional Services (% complete)	<input checked="" type="checkbox"/>		10,000.00		10,000.00	10,000.00	28.15%	Default One-Time Direct Posting	3/1/2022	3/31/2022
20	Full Access Users	<input checked="" type="checkbox"/>		12,000.00		12,000.00	12,000.00	33.78%	Default One-Time Direct Posting	1/1/2022	12/31/2022
13,500	Support	<input checked="" type="checkbox"/>		2,025.00		2,025.00	2,025.00	5.7%	SL Prorate First and Last	1/1/2022	12/31/2022
1	Professional Services (% complete)	<input checked="" type="checkbox"/>		5,000.00		5,000.00	5,000.00	14.08%	Default One-Time Direct Posting	1/1/2022	2/28/2022

AFTER: As the contract changes, the revenue elements update accordingly. Even re-allocation of fair value can be fully automated.





Multi-system challenge

Lattice achieved a 90% increase billing efficiency with ZoneBilling and ZonePayments

Lakshman Manoharan, Head of Business Systems at Lattice

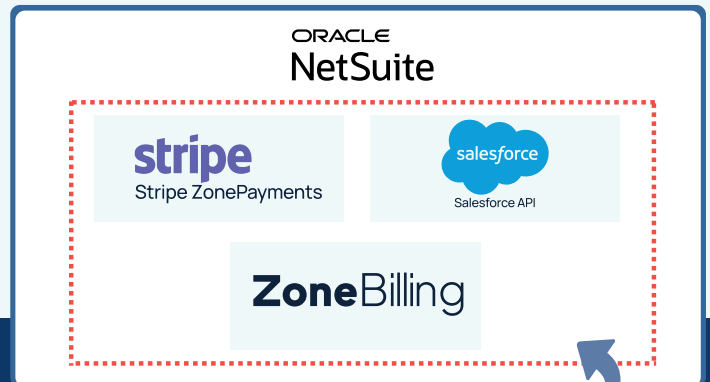
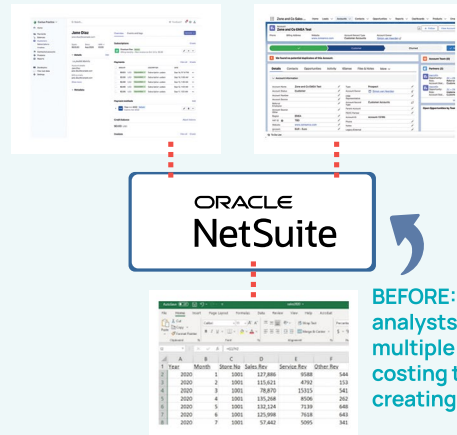
CHALLENGES

- Mid-contract changes
- Subscription billing
- Manual spreadsheets
- No SFDC integration

The Lattice team was switching between Salesforce, NetSuite, Stripe and Excel to do their work.

Billing analysts had to manually upload invoices, track deals, and make adjustments – which took over 4 hours per day per person. And complex deals were too much for their billing system to handle. The Lattice team can now work entirely in NetSuite, thanks to Zone products and integrations.

They stopped doing manual workarounds, improved efficiency by 90%, and started saying “yes” to complex sales deals. Their growth has been unstoppable.



Billing for growing NetSuite companies

“Night and day for prorated calculations. We’ve bridged the gap between Salesforce and our billing system in NetSuite....Our billing system no longer constrains us.”

Lakshman Manoharan,
Head of Business Systems at Lattice

90% increase
in billing
efficiency

“Our billing processes that used to take 5 days to complete monthly, are now done on Day 1. This efficiency gain cuts our manual workload by 80%.”

Blair Woodbury,
CFO at Devol

80% faster
billing

“ZoneBilling has been an easy-to-use billing and revenue recognition tool, saving us hours each month... particularly after implementing ASC 606 processes.”

Samantha Ulrich-Herman,
Accounting Manager at Sourcegraph

70% faster
revenue
recognition

“Even after 12 months of using ZoneBilling, I am still surprised every day by the level of visibility that the reporting capabilities give me.”

Sandro De Ciccio,
VP Controller at Power Factors

94% quicker
revenue
booking