



Accession Technology

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## NetSuite *Advanced Billing Module*

### NetSuite offers the industry's first and only:

- Built-in, customizable real-time dashboards
- Automation of complex billing

### NetSuite Advanced Billing Module includes:

- Automated creation
- Multiple sales types
- Seamless order application
- On-the-fly creation
- Schedules tied to forecasts
- Schedules tied to commissions

### NetSuite Advanced Billing

NetSuite allows Finance departments to automate billing processes and eliminates the manual work typically associated with billing customers, thus reducing errors and saving the company time and money. Companies can create highly customized billing schedules and templates easily and quickly to automate the creation of invoices based on the related license agreement and/or service contract to meet their exact needs. Milestone billing schedules let companies bill as work is completed according to the service contract. Billing schedules can be applied to an entire sales order or to each specific item on an order and indicate what is to be invoiced and when, providing more granular visibility into cash flow from period to period. Powerful reporting capabilities provide accurate billing forecasts.

### Why NetSuite Advanced Billing?

#### Automate Creation with Flexible Characteristics

With NetSuite Advanced Billing, you create billing schedules by defining these characteristics of the schedule:

- **Initial Amount** - the amount of the first billing instance (This can be a currency amount or a percentage of the sale total.)
- **Initial Payment Terms** - payment requirements applied to the first billing instance
- **Recurrence Frequency** - the frequency for billings to repeat, such as daily, weekly, quarterly or monthly
- **Recurrence Count** - the number of bills that are created after the initial billing
- **In Arrears** - bills at the end of each period, instead of the beginning
- **Recurrence Payment Terms** - payment requirements applied to billings subsequent to the first

#### Manage Many Sales Types

You can set up billing schedules to accommodate many types of sales. For example, some sales may require a set currency amount for the initial payment, while others require a percentage of the total. Sales may require weekly, monthly or quarterly recurrent invoices. You can set billing to recur monthly 12 times or quarterly 3 times, or even customize bill recurrence schedules to suit your needs.

#### Apply Schedules to Orders Seamlessly

Once a billing schedule is created, you apply it to an entire sales order or to an individual line item. You can also assign a default billing schedule to an item record so it appears on a sales order when that item is selected.

#### Create Schedules On-the-Fly

You can also create a new billing schedule on-the-fly from an estimate or sales order. A billing schedule created on-the-fly can be identified as Public or Private. Private billing schedules show in the list of billing schedules only on the transaction it is created from.



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### **Preview Billing Schedules**

When you view an estimate or sales order, you can click the Schedule link at the top of the page to preview the scheduled billings for the transaction.

### **Tie Billing Schedules to Your Sales Forecast**

Billing schedules are tied to your sales forecast report. They divide revenue across the billing schedule period. A sales order with a billing schedule is calculated into forecast schedules based on the initial and subsequent billing amounts and on the billing start date. Sales forecasts for a particular period include amounts set to be billed in that period.

### **Tie Billing Schedules to Commissions**

If you use the Commissions feature, available in the Incentive Management module, billing schedules also affect your estimated commission report by dividing commissions across the billing schedule period. A sales rep's estimated commission is calculated based on the initial and subsequent billing amounts and the billing start date. Commission forecasts for a particular period include amounts set to be billed for that period.