YOUNIUM | **chargepoint**

"WE ARE HANDLING INCREASED SUBSCRIPTION VOLUME WITHOUT INCREASING MANPOWER"

Customer:

ViriCiti (acquired by ChargePoint)

Industry:

Electric Vehicle fleet charging and monitoring solutions

Challenges:

- Organize and manage annual subscription licenses and accurately account for deferred revenue
- During annual customer subscription numerous alterations occur as vehicles come online or are removed
- Data safety. Working from overwhelming spreadsheets
- Some licenses getting completely overlooked and not invoiced

Solution:

Younium with NetSuite Connector

Benefits:

- Complete automation of previously manual invoicing
- Reduced billing time
- Realized previously missing revenue
- Flexible. Easy to customize to our business
- Easy NetSuite integration
- Insights help focus the sales team
- More accurate reporting from large amount of data

> *Readily available customer support really understands subscription billing. They're able to answer questions as if they were part of the business.*
>
> **Terri Tilghman**
> *Finance Manager,*
> *North America*

YOUNIUM.COM   **THE SUBSCRIPTION HUB** FOR B2B COMPANIES