



DATA SHEET



ChikPea™ O2B ORDER TO BILLING

FUNCTIONS

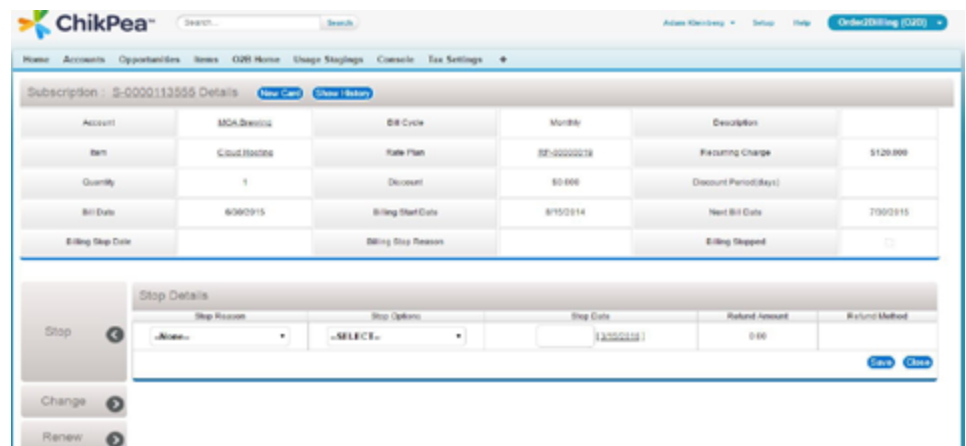
- Bundle or unbundle complex offerings
- Customize pricing for subscribers
- Tracking installed assets or modify subscriptions
- Upload and rate usage data
- Charge customers for recurring, nonrecurring and one-time
- Manage all bill adjustments and Disputes
- Manage partial payments
- Generate thousands of customized bills at a time.

FEATURES

- Quoting and Ordering
- Fulfillment
- Invoicing, Payment, and Collections
- Tiered, Volume, and Banded catalog
- Multi-Currency
- Contract & Warranty
- Recurring Billing, weekly/monthly/quarterly/annual
- Point of Sale
- Uses standard Salesforce reporting tools, workflow, and activities
- Highly customizable and user friendly

SRM (Subscriber Relationship Management)
...The increase in the market for solutions sold as a service has created the market demand for the next generation of sales management.

ChikPea has not only defined the concept of Subscriber Management but also proven itself as the only complete solution. In the past, sales were tracked from lead to proposal, and then from proposal to signed contract until the opportunity was marked as „won% however, when the definition of the buyer is a „Subscriber%, the CRM stages are no longer as simple.



When a transaction becomes the start of a contract for subscription usage, the job of the account manager actually begins. The subscriber requires a constant high touch relationship where value must be proven and tested regularly. As we move to the subscription market, there is a distinct need for a solution, which will guide the relationship far past the initial signoff.

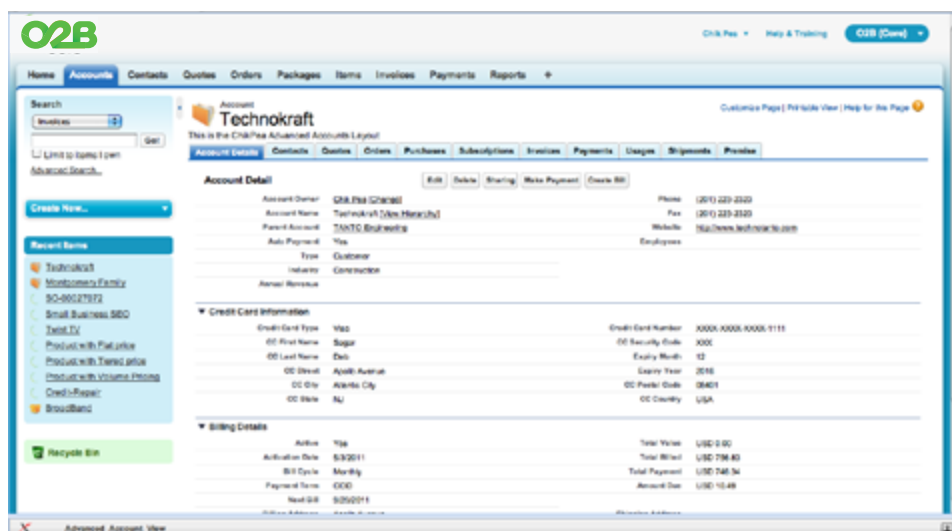
“Replaced Zuora for ChikPea O2B SaaS CPQ and Subscription Management, Game Changing!!!”

Shadrin Bien, Avero

Simple billing has complex definitions in today's world. ChikPea has developed the only solution to marry the original phases of CRM to the ongoing role of subscription management completely within the Force.com™ platform. The solution is referred to as O2B (Order To Billing).

O2B s built on the Salesforce platform; it is a Complete Subscription Billing system for usage tracked, point of sale, leasing, or the bundling of both services and products. O2B Subscription Billing allows Quoting, Bundling, Ordering, Rating, Metering and payments.

Integrate the entire business operation with the means to support all subscriber requests instantly. Give sales, marketing, customer services, operations, accounting, and fulfillment the tools they need to respond to any subscriber inquiry. ChikPea is a global entity with offices in Asia, the US and Europe allowing us to meet clients within their time zones throughout the world. With over 25 years of experience in Project management, telecom, and program management, come see what we mean by „The Result of Experience”.



Founded in 2006, ChikPea provides business process automation and management solutions for companies that use Salesforce CRM. Our Force.com native applications software turn Salesforce into an SRM (subscription relationship management) system, for companies that sell any sort of business subscription service. Everything from the necessity to quoting subscription based services to delivering those services, onboarding or order management, provisioning, billing for those services, collecting the payments, dunning management and change orders, is powered by ChikPea.

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