Renewal Manager
Accurate, Actionable Renewal Book of Business

brillio

Simplified Renewal Process

Increase Revenue With Higher Retention & Upsells

Real-time Visibility & Insights

Increase Revenue, Decrease Churn, and Gain Visibility into Renewal Business

Recurring revenue from subscriptions and support agreements is a key pillar for success in today's economy. However, most renewal processes are manual, error-prone, time consuming, and are driven from an impersonal back office application. An effective renewal process should be able to answer the following challenges:

- How is my renewal pipeline and book of business?
- What are my upsell and retention KPIs?
- How can we increase productivity of the Renewal team?
- How do we manage additional sales that result in co-terminus renewals?

> " Renewal Manager streamlines our renewal process and significantly improves pipeline visibility. Executives have 1-click access to dashboards and
>
> VP Operations
> "

BENEFITS

Increase Revenue with Higher Retention and Upsells

Complete View of Original Opportunity Life Cycle including Add-ons, Renewal

Real-time Visibility and Insights

Reduce Friction for Sales Teams

Supports Inside Sales, Renewal Sales, and Field Sales Team

HOW WE ARE DIFFERENT?

Out of Box Renewal Solution
Supports Lightning & Classic
Native Support for Salesforce Sales and Service Cloud

Easy and Fast Implementation
Implementation in Days, Not Months
Extensible with Salesforce Approvals,

Powerful Dashboards and Reports
- Track customer retention, churn and at-risk accounts
- Accurately measure bookings vs. revenue with early and carry-over renewal information
- Track true upsell and downgrades from base renewal book of business
- Deep granular insights into renewals by products, regions, channels, teams

Extensive Process Configurability
- Automatic creation of renewal opportunities, support for multiple sales and renewal processes
- Automatically include co-terminus add-on sales to a single renewal opportunity
- Configurable renewal activities for different business units and/or opportunity attributes
- Supports all of forecasting and pipeline management functionality

Advanced Product and Price Management
- Configurable renewal SKUs to main product SKUs
- Auto-compute pro-rated values
- Ability to define non-renewable products such as education, consulting, project-based work, etc.
- Price renewals based on customer specific discounts, cost mark-ups, or contractual price increases

Seamless Extension to Service Cloud
- Auto creation of asset and management of asset end date
- Auto creation of entitlements and service contracts based on need and configuration
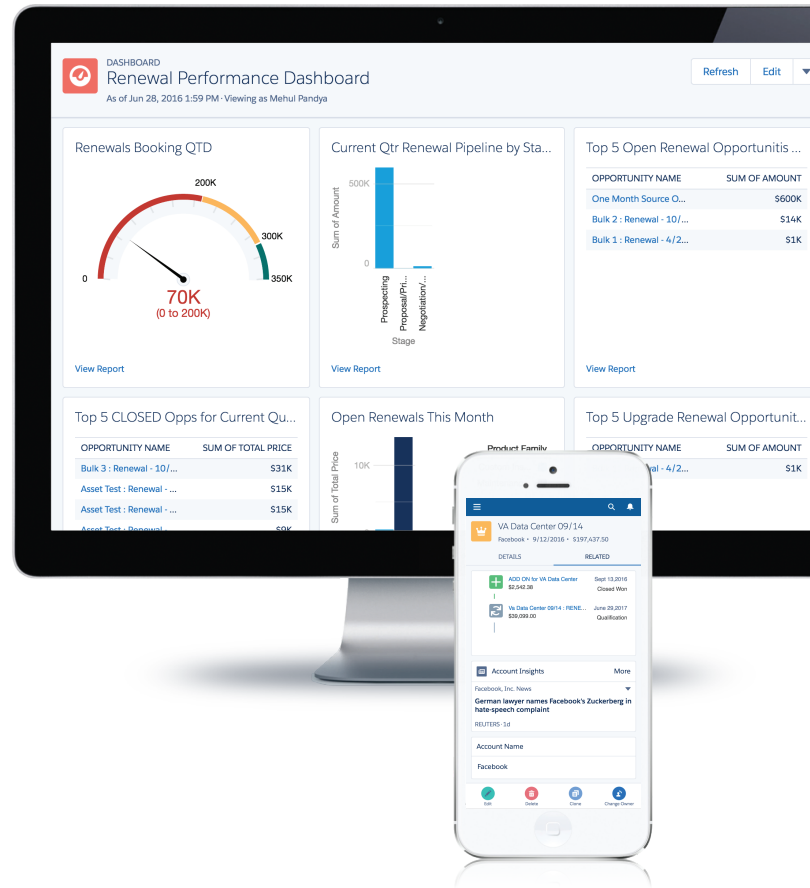
KEY FEATURES

Customer Centric, Simplified Renewal Process

Automatic Creation of Renewal Opportunities

Support for Co-terminus and Add-on Sales for Original and Renewal Opportunity

Support of Subscription Based Products

Pro-rated Value Calculation

Configurable Product SKUs for Renewals

Asset and Service Contract Creation