

Transportation
& Hospitality

Wi-Fi
connectivity

Solving usage-based billing for one of Salesforce Billing's largest customers

Automated solution prevents millions of dollars in revenue leakage.

Solution

- Automatically collects usage and payments from 30+ source systems.
- Cleans and enriches data to enable guiding, which ties Usage to Orders.
- Aggregates usage and payments to daily summaries (per Order) and loads into Salesforce Billing.

Benefits

- Automates collection & processing of usage data for connectivity services.
- Removes error-prone manual billing processes.
- Significant reduction in revenue leakage.
- Time-to-bill dropped from weeks to hours.



Enabling complex B2B billing for one of Salesforce Billing's first customers

Healthcare &
Life Sciences

Sensitive
medical data

DigitalRoute's solution processes millions of usage events per day according to 15,000 product rules.

Solution

- DigitalRoute connects with Salesforce CPQ to collect dynamic product rules, creates aggregation queries to Snowflake database.
- Uses the returned aggregated anonymized billable data as input to Salesforce Billing.

Benefits

- Enables dynamic cost sharing and pricing rules on the billing stream.
- Enable sensitive medical data to be stored externally in an encrypted secure zone.
- Ability to use a single flexible tool to integrate three complex platforms.

Healthcare & Life
Sciences



Platform &
Ecosystem



Sales



Commerce

