



Overview

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Lead to Revenue Redefined
onebillsoftware.com

Company Overview



SOLUTION

- End-to-End Revenue Management software
- Robust CLOUD platform



EXECUTION

- 100% successful delivery
- 24/7 Support
- Partnership approach



KEY FOCUS

- Customer centricity
- Continuous innovation
- Quality

START

- 2009 - Silicon Valley
- Founded by key architects of Oracle BRM
- Decades of experience in BSS/OSS



CUSTOMERS

- + 125+ global customers (4 continents)
- Industry agnostic & diverse customer portfolio
- Preferred BaaS Partner to AT&T and Verizon



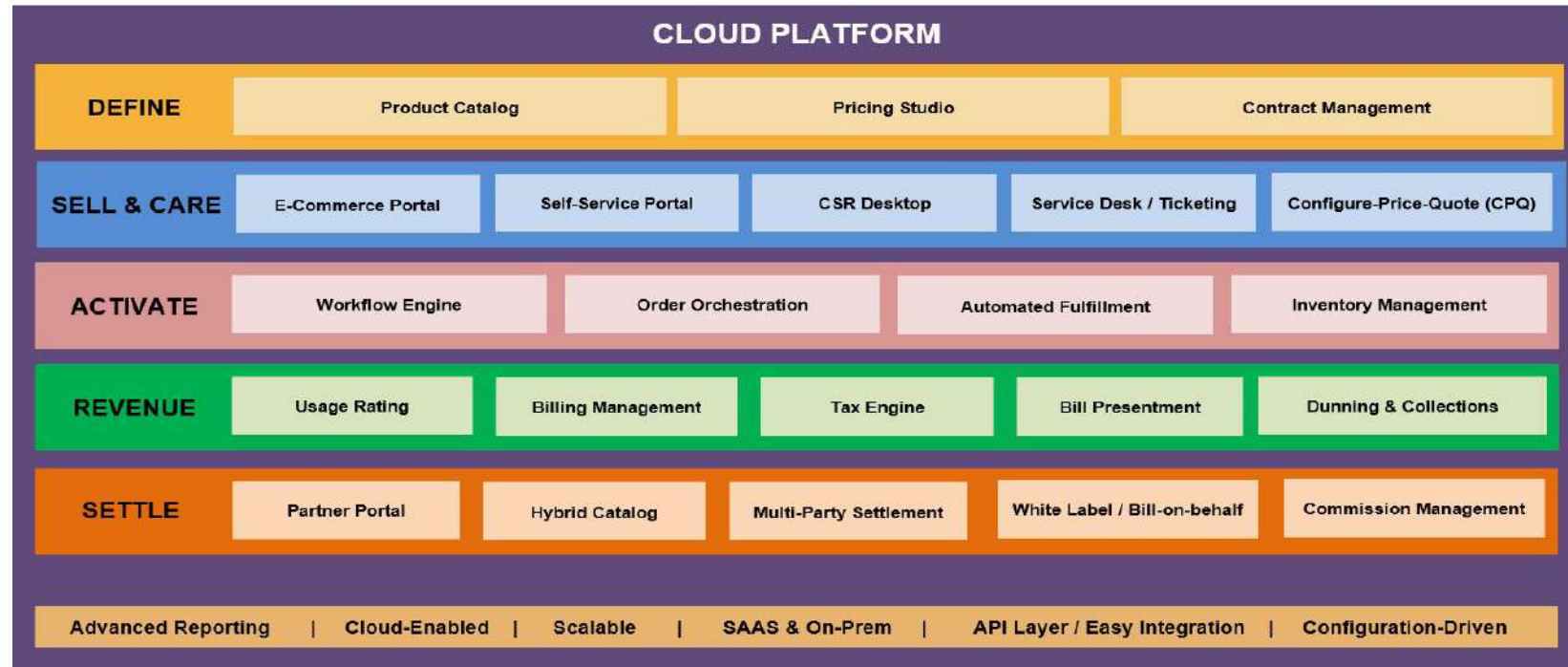
PRESENCE

- Global offices & employees (US, Canada, UK, India, Australia)
- Major Innovation Center in Bangalore, India
- 20+ global technology partners (Microsoft, IBM, Salesforce, Oracle etc.)



50% YoY Profitable Growth | 125+ Customers , 4 continents | Robust Cloud Platform | AT&T APEX | Billions of Dollars (Managed Revenue)

End To End Product Suite



Global & Multi-Sector Reach



Integrations

PAYMENT GATEWAYS



TAXATION



BUSINESS SYSTEMS



ADMIN



Plus more...

OneBill Overview



OneBill Overview

Delivering lead-to-revenue management through ONE cloud-based platform.

- ✓ Configure Price Quote (CPQ)
- ✓ Customer Relationship Management (CRM)
- ✓ Billing & Revenue Management (BRM)
- ✓ Multi-Level Channel Management (MLCM)
- ✓ Service Delivery Platform (SDP)

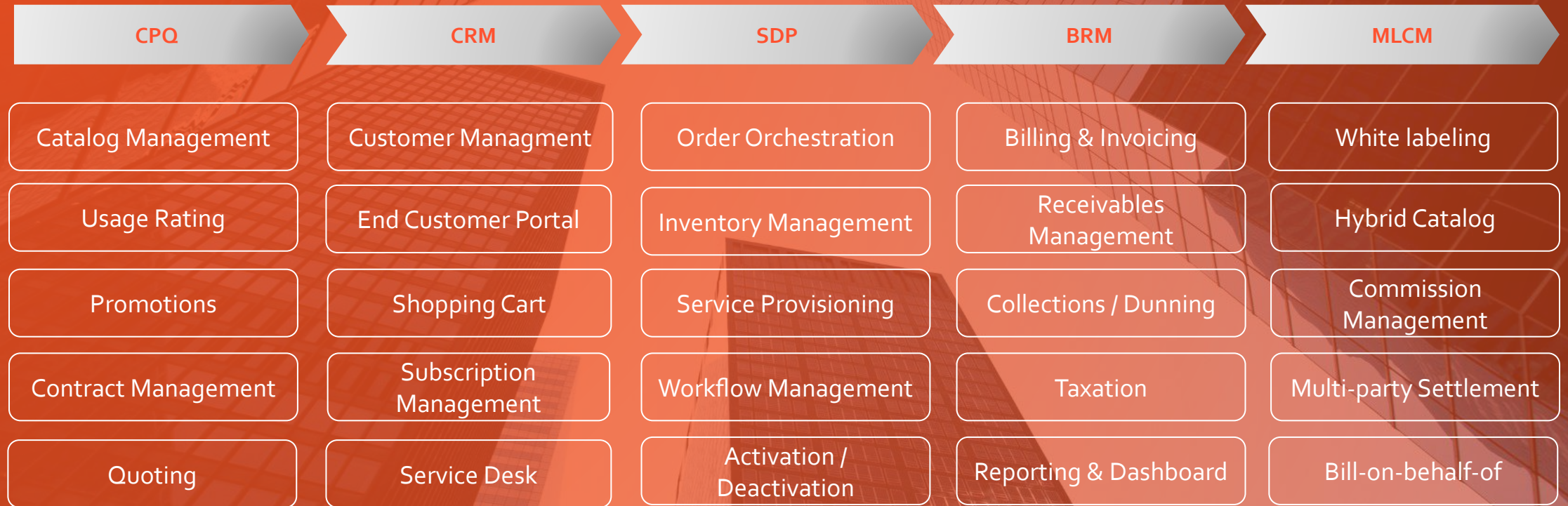
The screenshot displays the OneBill web application interface. The top navigation bar includes the OneBill logo, a search bar, and user profile information. A left sidebar contains navigation links for Dashboard, Pricing, Customer, A/R, Service Desk, Partners, Reports, Config, and Sys Admin.

The main content area is titled "View Subscriber's Info" and features a profile card for Gabriel Roberts, Dozier, with contact details and a status of "Active". To the right of the profile card are summary boxes for "Current Balance" (\$5,284.52), "Pending Charges" (\$809.83), "Current Billing Period" (03/16/2019 to 04/01/2019), and "Credit Limit" (\$6,500.00). Below these is a bar chart showing revenue by month (Dec, Jan, Feb, Mar) and a "Grants" section with a "100 Local Minutes Discount" and a "54%" progress indicator.

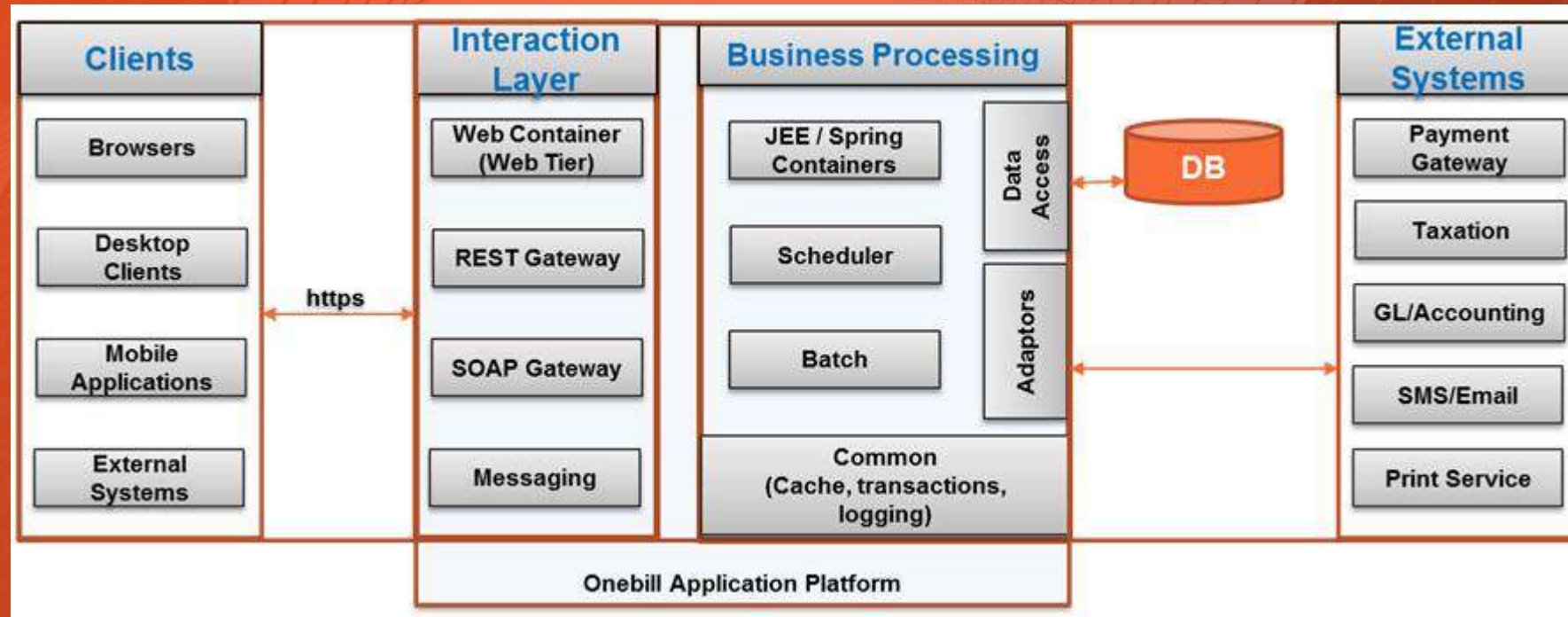
On the far right, a "Notes" section shows a list of notes from Adam Jansen. Below the subscriber info, a "Subscriptions" tab is selected, displaying a table of active, pending, and canceled subscriptions. Each subscription entry includes a license key, product details, and a table of pricing options.

Filters	Group By	Subscriptions Report																				
All A la carte Bundle Add-ons	Identifier																					
Active		<table border="1"><thead><tr><th>LICENCE KEY - 83738484</th><th>TART2M-OR809438</th><th>Non-Recurring</th><th>Recurring</th></tr></thead><tbody><tr><td>Microsoft Office 365</td><td>01/03/2019 - 01/09/2019</td><td>List Price 0.00</td><td>\$500.00</td></tr><tr><td>Office 365 Business Premium</td><td>03/01/2019 - 04/01/2019</td><td>Discount 0.00</td><td>\$100.00</td></tr><tr><td>1751 Polk Street, Tucson, AZ, ALABAMA, 85711, UNITED STATES</td><td>01/09/2020 - 200 days remaining</td><td>Unit Price 0.00</td><td>\$400.00</td></tr><tr><td></td><td></td><td>Ext Price 0.00</td><td>\$800.00</td></tr></tbody></table>	LICENCE KEY - 83738484	TART2M-OR809438	Non-Recurring	Recurring	Microsoft Office 365	01/03/2019 - 01/09/2019	List Price 0.00	\$500.00	Office 365 Business Premium	03/01/2019 - 04/01/2019	Discount 0.00	\$100.00	1751 Polk Street, Tucson, AZ, ALABAMA, 85711, UNITED STATES	01/09/2020 - 200 days remaining	Unit Price 0.00	\$400.00			Ext Price 0.00	\$800.00
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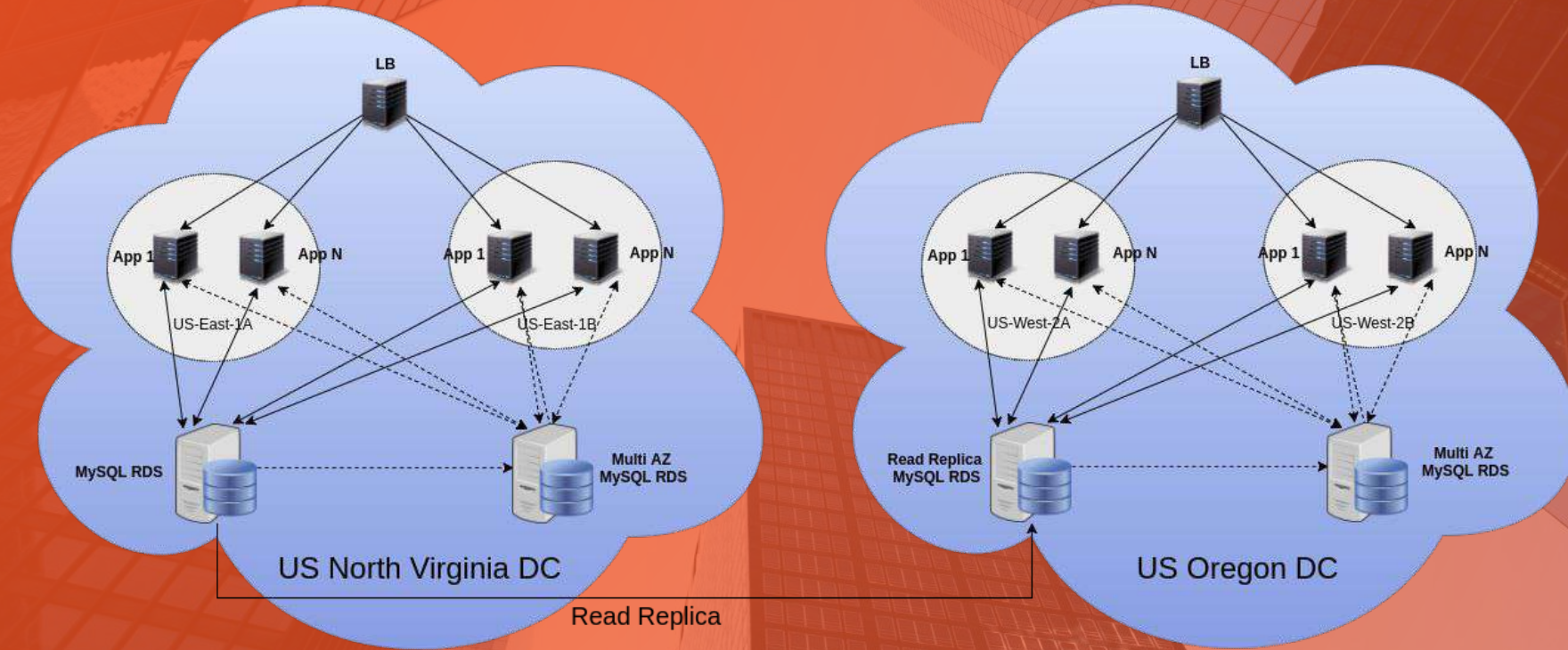
OneBill Features



OneBill Architecture



OneBill Deployment



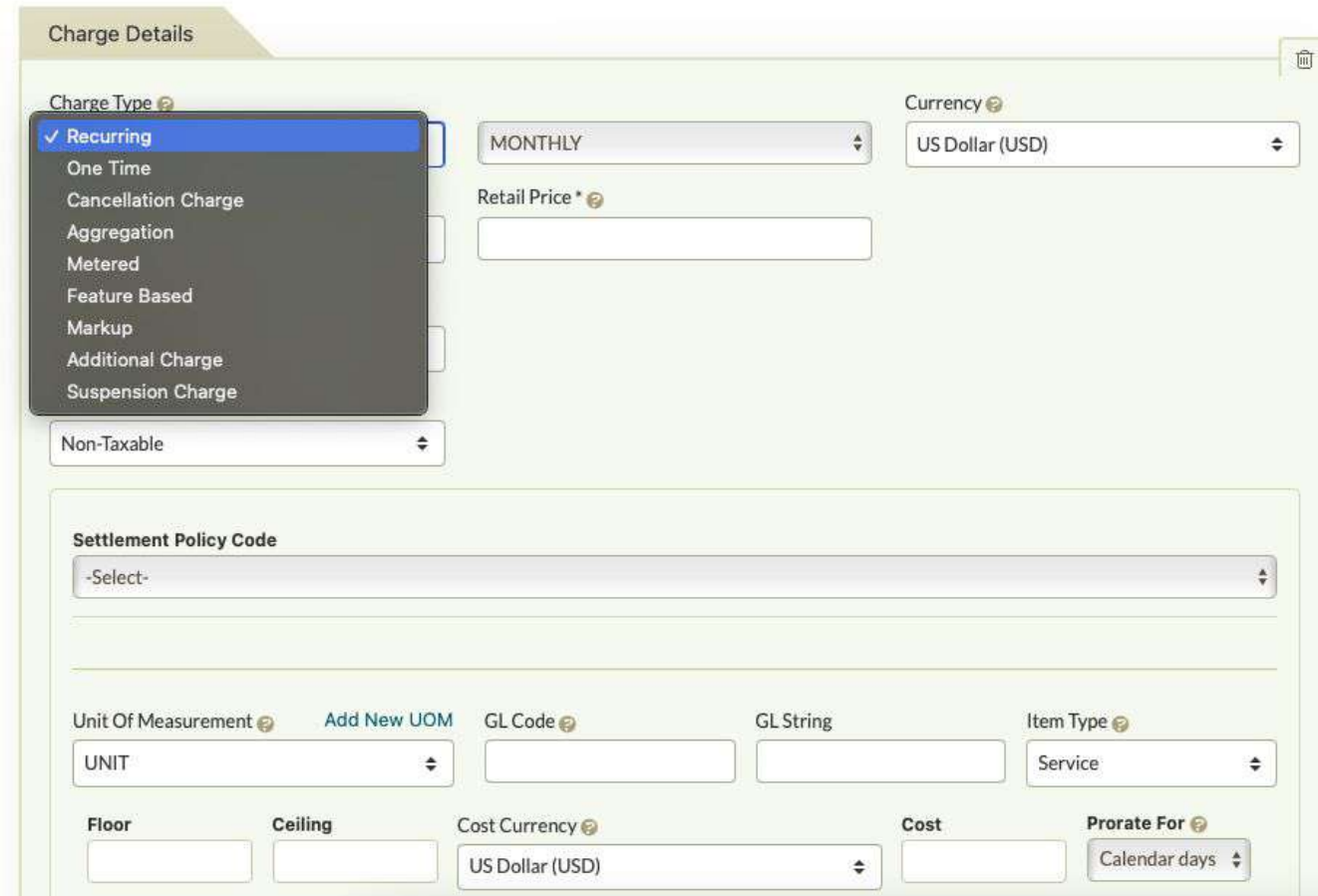
OneBill CPQ




OneBill CPQ

Pricing


- Support for 25+ pricing models: Recurring(Advance / Arrear), One-Off, Usage Based, Dynamic Pricing
- Promotions: Coupons, Discounts, Free Entitlements, Bundles
- Multi Currency Support: Define pricing in different currencies or setup currency conversion
- Support for grand-fathered pricing, price version management etc





Charge Details


Charge Type 


- ✓ Recurring
- One Time
- Cancellation Charge
- Aggregation
- Metered
- Feature Based
- Markup
- Additional Charge
- Suspension Charge

MONTHLY 


Currency 


US Dollar (USD) 


Retail Price * 


Non-Taxable 

Settlement Policy Code


-Select- 


Unit Of Measurement  Add New UOM

UNIT 

GL Code 


GL String


Item Type 

Service 


Floor


Ceiling

Cost Currency 

US Dollar (USD) 

Cost

Prorate For 

Calendar days 

OneBill CPQ

Quoting

- Create different versions of quotes with collection of one or more products / SKUs
- Configurable Quote template with localization support
- Quoting Approval support for a flexible Sales process
- Electronic Signature support with DocuSign

Product / Price Plan - identifier		Unit Price	Qty	Amount
• DID / Single Number - SUB8765-DID		\$132.50	2	\$265.00
📍 7887 Olcott st, Santa Clara, CA, 95054, UNITED STATES		📅 07/10/2020		

ONETIME PURCHASES

Product / Price Plan - identifier				
• Cisco VoIP Phone / Cisco 2100 - SUB67898-Cisco VoIP Phone		\$73.00	3	\$219.00
📍 7887 Olcott st, Santa Clara, CA, 95054, UNITED STATES		📅 07/10/2020		

Quote Version

#	Date	Amount
1	📅 07/10/2020	\$484.00
2	📅 06/10/2020	\$531.00
3	📅 05/10/2020	\$966.60

Subscription Purchases

\$265.00

OneTime Purchases

\$219.00

Total

\$484.00

(Including Tax: \$53.00)

OneBill CPQ

Contract Management

- Define various business contracts with appropriate initial commitments and renewal management
- Ability to co-terminate subscription purchased at various points for optimal renewal management
- Configurable contract policies for renewal action, renewal period and price changes

The OneBill CPQ interface displays a list of contracts and a detailed view of a specific contract. The main list shows two contracts: 'Product Fixed Contract' and 'SM Self-Care Contract'. The detailed view for the 'SM Self-Care Contract' shows three terms with their respective price changes, renewal policies, and contract rules.

Contract Name	Contract Code	Notify Period	Cooling Period	Override Scope
+ Product Fixed Contract	22900	30 Days	65 Days	O
- SM Self-Care Contract	63686	12 Days	65 Days	A

#	Term	Price Change	Renewal Policy	Contract Rules
1	0 - 12 M	10%	Auto Renew	Charge Full-term, Allow Cancel
2	13-36 M	15%	Auto Renew	Charge Full-term, Allow Cancel
3	37 - Evergreen	0%	Auto Renew	Charge Full-term

Available - From * 15 / 06 / 2019 Available - To 12 / 06 / 2022 ☐ Evergreen

#	Term	Price Change	Renewal Policy	Contract Rules
1	24 M	15%	Auto Renew	Charge Full-term
2	12 M	\$300.00	Auto Renew	Apply cancel penalty
3	4 M	0%	Go Evergreen	Allow Cancel

Notify Period	Cooling Period	Override Scope
30 Days	46 Days	N
14 Days	180 Days	A
42 Days	230 Days	A

OneBill CRM

The background of the image is a night-time photograph of the San Francisco skyline, viewed from the water. The city lights are reflected on the water's surface. A prominent orange gradient is applied over the entire image, creating a warm, monochromatic effect. The text "OneBill CRM" is centered in the upper half of the image in a white, sans-serif font.

OneBill CRM

Customer Management

- 360 view of all customer information in one page
- Multi-channel management: CSR / Self-care / Custom portals using API
- Strong access control to manage user view / control
- Extendable elements to capture any business related information

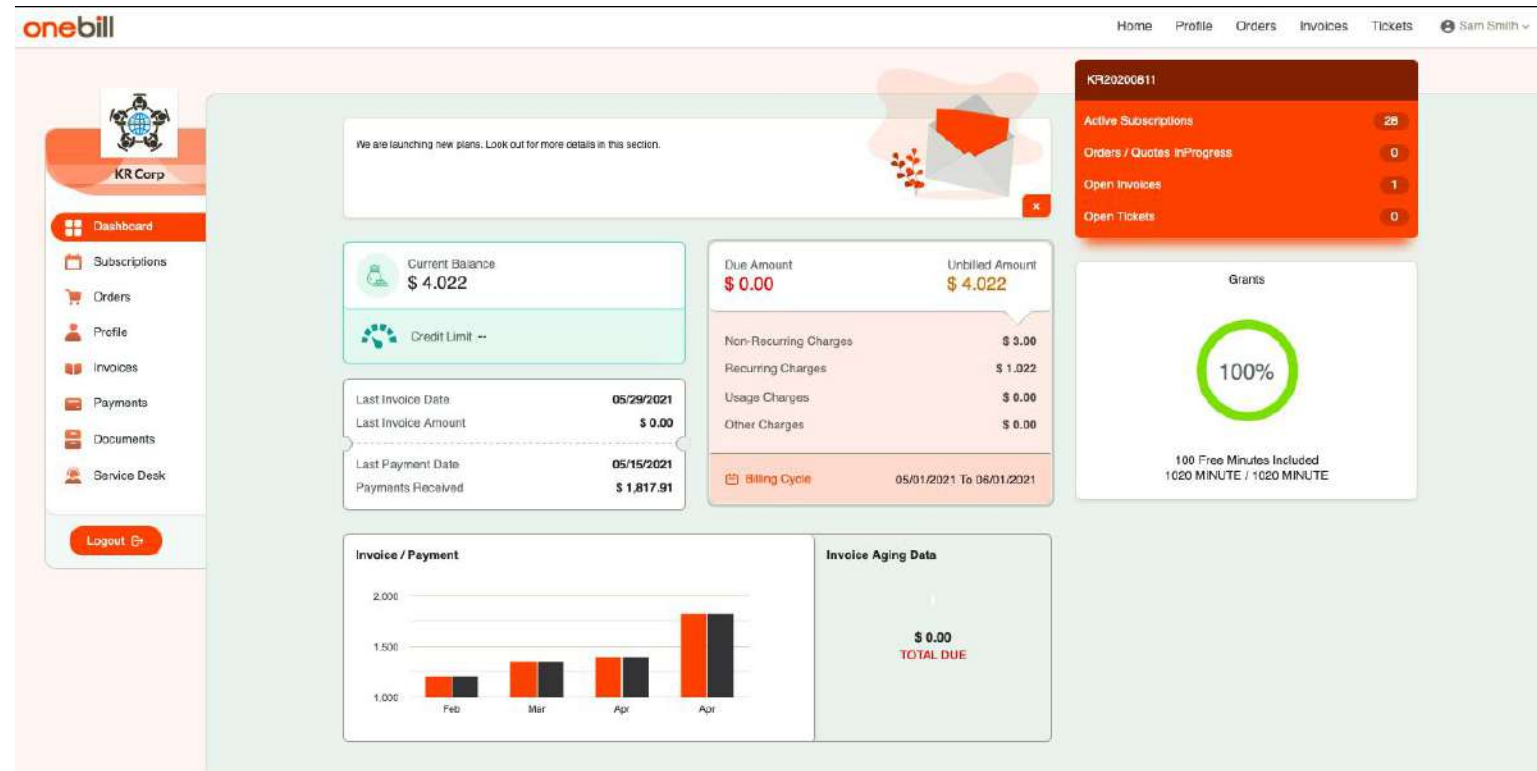
The screenshot displays the OneBill CRM interface for a subscriber's 360-degree view. The left sidebar contains navigation links: Dashboard, Pricing, Customer, A/R, Service Desk, Partners, Reports, Config, and Sys-Admin. The main content area is titled "View Subscriber's Info" and includes a profile card for Gabriel Roberts, Dozier, with contact details and a status of "Active". To the right of the profile card are key financial metrics: Current Balance (\$5,284.52), Pending Charges (\$809.83), Current Billing Period (03/16/2019 to 04/01/2019), and Credit Limit (\$6,500.00). Below these metrics is a bar chart showing usage for Dec, Jan, Feb, and Mar. Further right is a "Grants" section with a circular progress indicator for "100 Local Minutes Discount" at 54% (248 minutes). On the far right is a "Notes" section with a list of recent notes from Adam Jansen. Below the main info section is a "Subscriptions" tab, which is active. It shows a table of subscriptions with columns for Filters, Group By, Identifier, and a detailed breakdown of Non-Recurring and Recurring charges. The table lists three subscriptions, each with a license key, product name, address, and a detailed pricing table.

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OneBill CRM

End Customer Portal

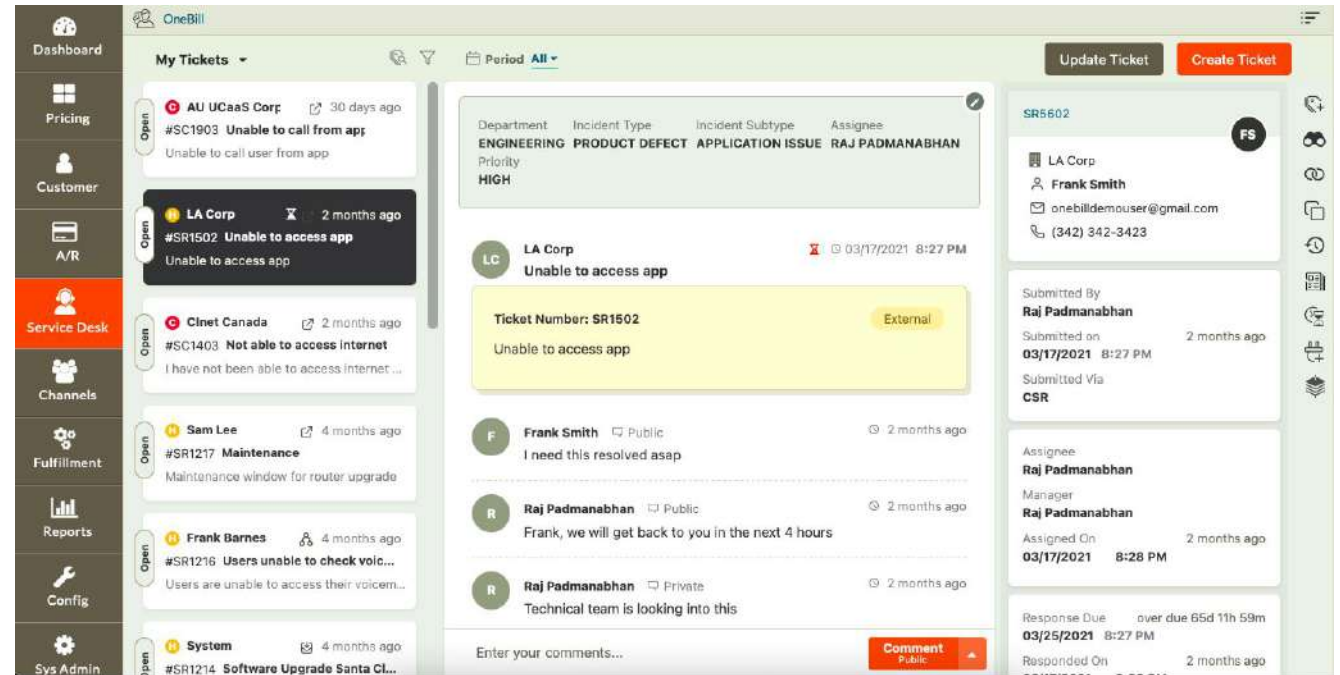
- Brandable End Customer Portal
- Self-Management of account: Manage subscription, invoices, profile and payment
- Access Controlled
- Shopping Experience



OneBill CRM

Service Desk

- Highly Configurable: Issue Types, Status, Organization Structure
- Multi Channel ticket creation: CSR, Email, Selfcare
- Support for time tracking, sub-tasks, complete auditability



OneBill BRM

The background of the slide is a photograph of the San Francisco skyline at night, viewed from the water. The city lights are reflected on the water's surface. A long pier extends into the water in the foreground. The entire image is covered with a semi-transparent orange filter. The text "OneBill BRM" is overlaid on the left side of the image.

OneBill BRM

Billing & Invoicing

- Configurable / Brandable / Localizable invoice templates
- Support for billing in advance or arrear
- Flexible billing cycle, billing frequency, automated billing process
- Extendable elements to capture any business related information



OneBill BRM

Receivables Management

- Support for automated and manual payment collection
- PCI DSS certified payment solution with support for regular payments, excess or partial payments
- Support for invoice adjustment, write-offs
- Dunning management for follow up on non-payments



OneBill BRM

Taxation

- Accurate taxation for products across the globe. Use OneBill tax engine or integration with our tax partners to calculate accurate taxes
- OOB reports providing tax details, and clear representation of jurisdiction based taxes on invoices / UI
- Easily configurable tax interface with support for jurisdiction based taxes and tax exemptions

Tax Code Configuration

Tax Item	Rate Type	Tax Type	Tax Rate
<input type="text" value="GST"/>	<input type="text" value="Base Charge"/>	<input type="text" value="Percentage"/>	<input type="text" value="5%"/>

Custom Fields

Service Country	Service State	Service Zip
<input type="text"/>	<input type="text"/>	<input type="text"/>

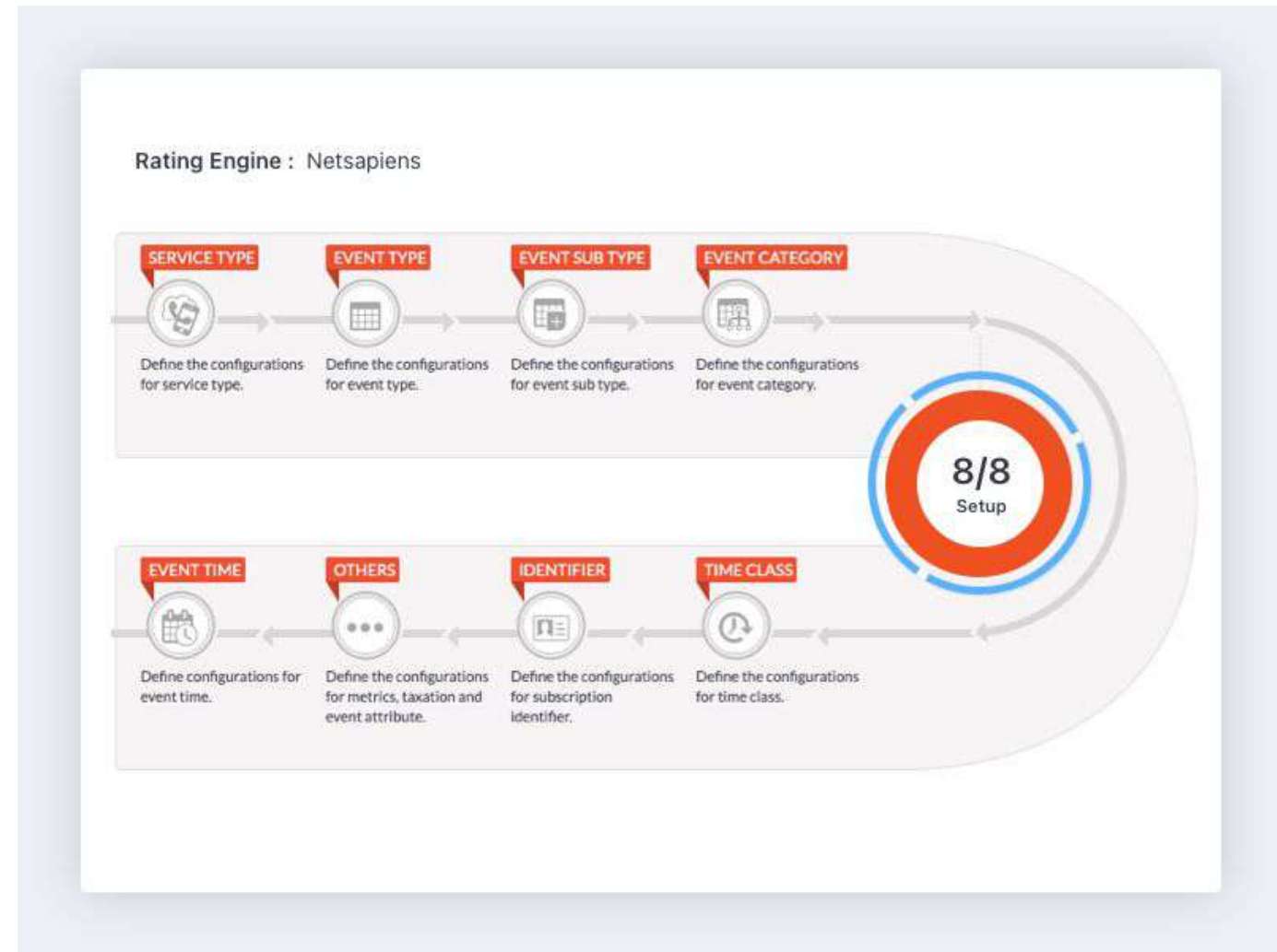
Add Config

TAX ITEM	RATE TYPE	TAX TYPE	TAX RATE	AVAILABLE PERIOD
GST	Base Charge	Percentage	5%	07/01/2020
PST	Base Charge	Percentage	7%	07/01/2020

OneBill BRM

Usage Rating

- Highly Configurable rating engine to pick CDRs / transactions for any service
- Automated CDR processing with zero touch
- Scalable solution processing millions of transactions every day



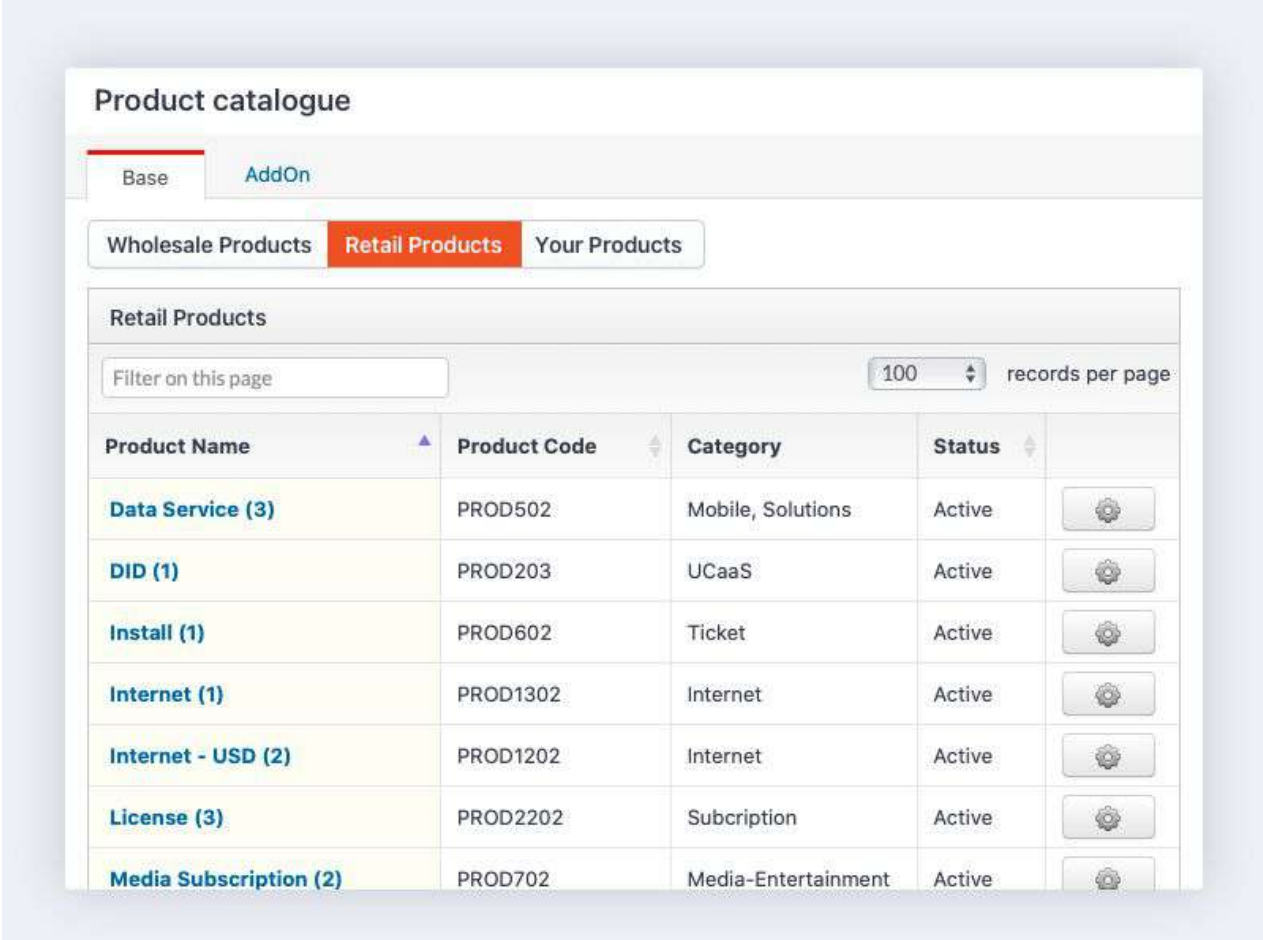
OneBill MLCM

A background image of the San Francisco skyline at night, featuring prominent skyscrapers like the Transamerica Pyramid and the Salesforce Tower. The city lights are reflected in the water of the San Francisco Bay. A semi-transparent orange filter is applied over the entire image, and the text "OneBill MLCM" is centered in white.

OneBill MLCM

Multi-Level Channel Enablement

- Support for N-Tier Channel Hierarchy with end customer creation support at all levels
- Support for Resell / Wholesale / Commissioning driven channel models
- Real-time calculation of settlement amounts / commissions
- Support for Bill-On-Behalf of, Hybrid Catalog(Bring your own product along with reselling my products)



The screenshot displays the 'Product catalogue' interface with the 'Retail Products' tab selected. It features a table with columns for Product Name, Product Code, Category, and Status. The table lists several products, each with a corresponding gear icon for configuration. A filter bar at the top allows for searching and setting the number of records per page (currently 100).

Product Name	Product Code	Category	Status
Data Service (3)	PROD502	Mobile, Solutions	Active
DID (1)	PROD203	UCaaS	Active
Install (1)	PROD602	Ticket	Active
Internet (1)	PROD1302	Internet	Active
Internet - USD (2)	PROD1202	Internet	Active
License (3)	PROD2202	Subscription	Active
Media Subscription (2)	PROD702	Media-Entertainment	Active

OneBill MLCM

Multi-Party Settlement

- Real time settlement calculation / reporting
- Support for different settlement models be it revenue share based or fixed cost based or margin based. You need anything else, we can support the same
- OOB reports / invoice or statements on settlement / commissioning data
- Segmented policy definition to treat different channel partners differently

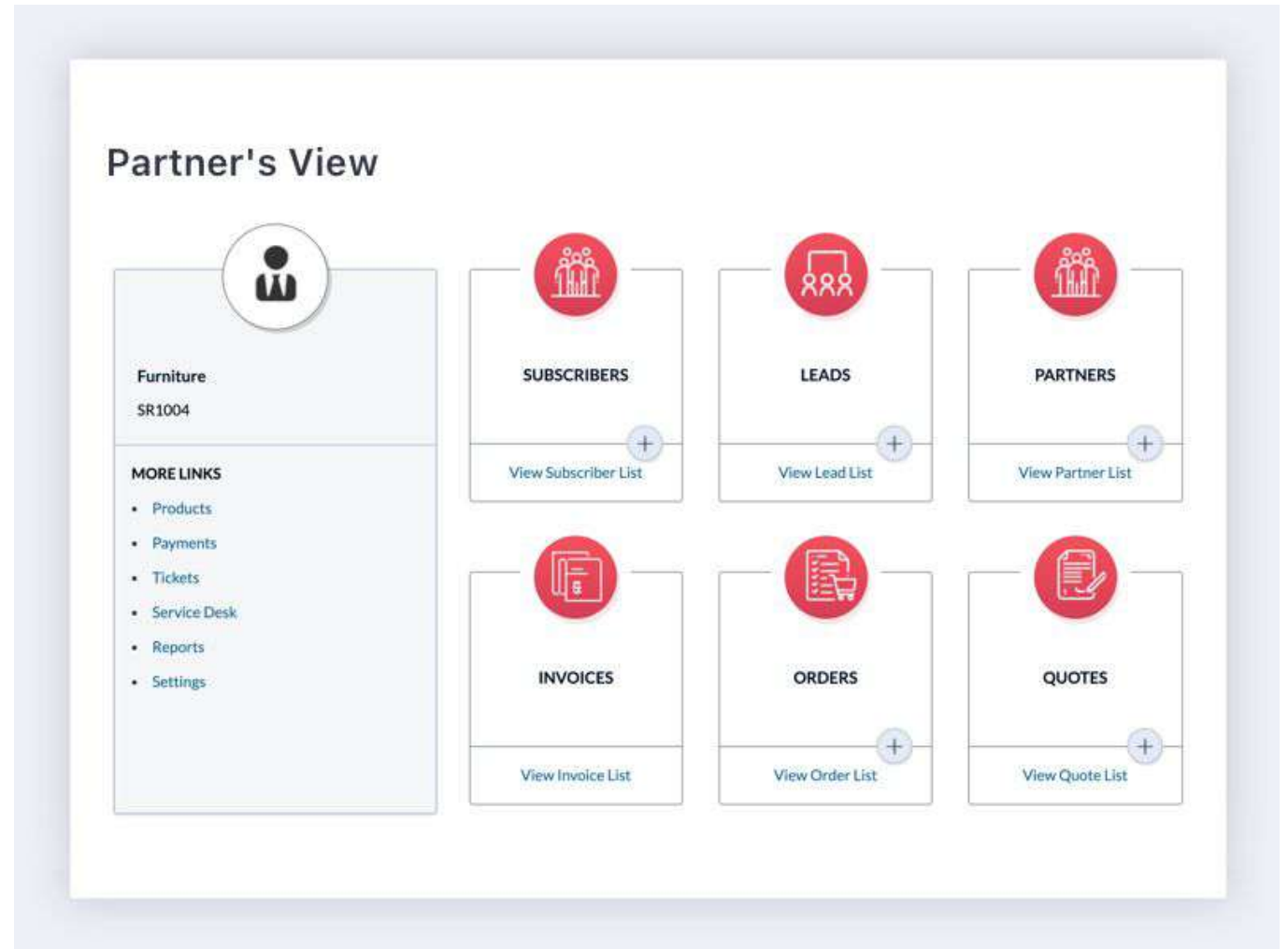
The screenshot displays the 'Settlement Policy Rule' configuration page. At the top, there is a form with fields for Channel (Partner), Type (Partner), Rule Type (Wholesale Price), Rule Value Type (Fixed), Rule Value, Activate after (Days), and Expires after (Days). Below the form are 'Reset' and 'Save' buttons. The main section is a table with tabs for 'Partner' and 'Agent'. The 'Partner' tab is active, showing a table with columns: Type, Rule Type, Rule Value, Activate after, Expires after, and a delete icon. The table contains several rows, including 'A...' with 'Wholesale Price' and 'Evergreen', 'Dealer' with 'Cost Markup' and '80%', 'Distributor' with 'Wholesale Price', and 'Reseller' with 'Wholesale Price'. The bottom of the table shows 'Showing 1 to 6 of 6 entries' and navigation buttons for 'Previous', '1', and 'Next'.

Type	Rule Type	Rule Value	Activate after	Expires after	
A...	Wholesale Price		Immediate	Evergreen	
Dealer	Cost Markup	80%	Immediate	Evergreen	
Distributor	Wholesale Price		Immediate	Evergreen	
Reseller	Wholesale Price		Immediate	Evergreen	
Reseller-T1	Wholesale Price		Immediate	Evergreen	
Reseller-T2	Wholesale Price		Immediate	Evergreen	

OneBill MLCM

White Labeling / Bill-On-Behalf of

- Completely brandable at every level in channel hierarchy from partner portal, system generated documents, notifications etc
- Support white-labeling, co-branding or bill-on-behalf of
- Configurable access to different types of partners, and ability for a vendor / parent business to manage on behalf of partner



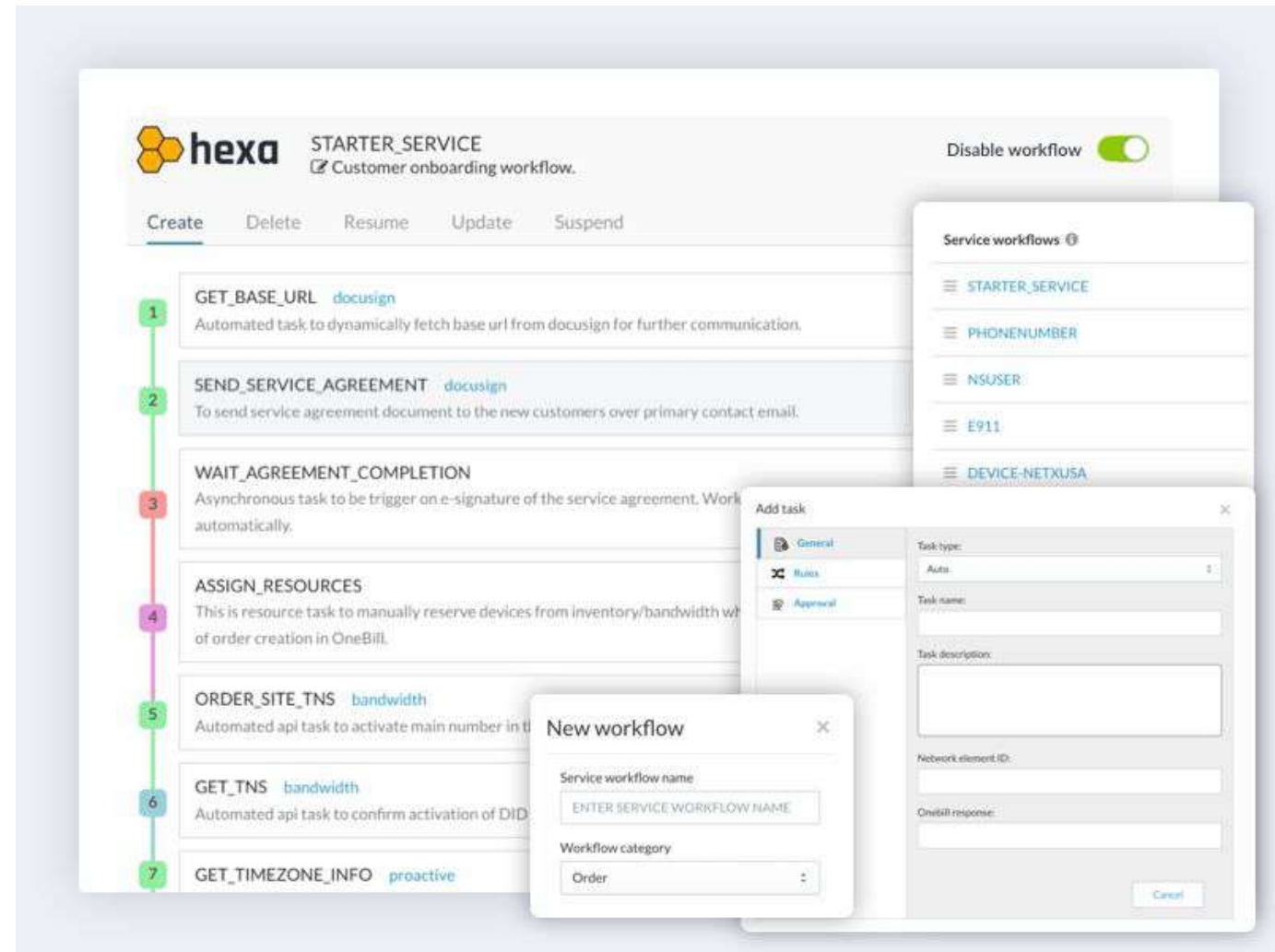
OneBill SDP

A background image of the San Francisco skyline at night, featuring prominent skyscrapers like the Transamerica Pyramid and the Salesforce Tower. The city lights are reflected in the water of the San Francisco Bay. A semi-transparent orange filter is applied over the entire image, and the text "OneBill SDP" is overlaid in white on the left side.

OneBill SDP

Configurable Workflow

- UI driven workflow configuration to setup **automated API integration**, manual task assignment, timer driven tasks and notifications
- Support for industry standard protocols like web-services(SOAP / REST / XML), traditional interfaces(Telnet, SSH, TCP/IP Sockets)
- 100% configuration driven integrations in most cases
- Vertical agnostic integration layer talking to UCaaS, IaaS, Telco, Cloud, SaaS and various other systems



OneBill SDP

Order Orchestration

- Real-time automated integration with various systems be it carrier platforms, soft-switch, equipment distributors, cloud applications etc
- Scalable solution with ability to provide very high throughput
- UI driven monitoring of orders in flight with robust error handling

The screenshot displays the OneBill SDP Order Orchestration interface. At the top, a task list for order OR2305-1262667098602079518 is shown, with a 'Success' status. The tasks are:

Task	Start	End	Task Type
UPDATE_ROUTE	2020-07-16 08:09:33	2020-07-16 08:09:33	Auto
GET_TNS	2020-07-16 08:09:17	2020-07-16 08:09:33	Timer
ORDER_SITE_TNS	2020-07-16 08:08:17	2020-07-16 08:08:17	Auto

Below this, another order OR2305-1262667098635633951 is shown with a 'Success' status. The interface also features a modal window for 'Order info' with the following details:

- Order number: OR2305
- Order ID: 1262667098430113049
- Account number: SR1603
- Customer name: OneBill Inc
- Order rollback: No

At the bottom, a list of orders is shown with their status and progress:

Order ID	Status	Tasks	Completed	Remaining
OR1406	Success	21	12	0
OR1405	Pending	21	18	3
OR1404	Pending	21	21	0
OR1403	PartiallyFulfilled	21	1	1

OneBill SDP

Inventory Management

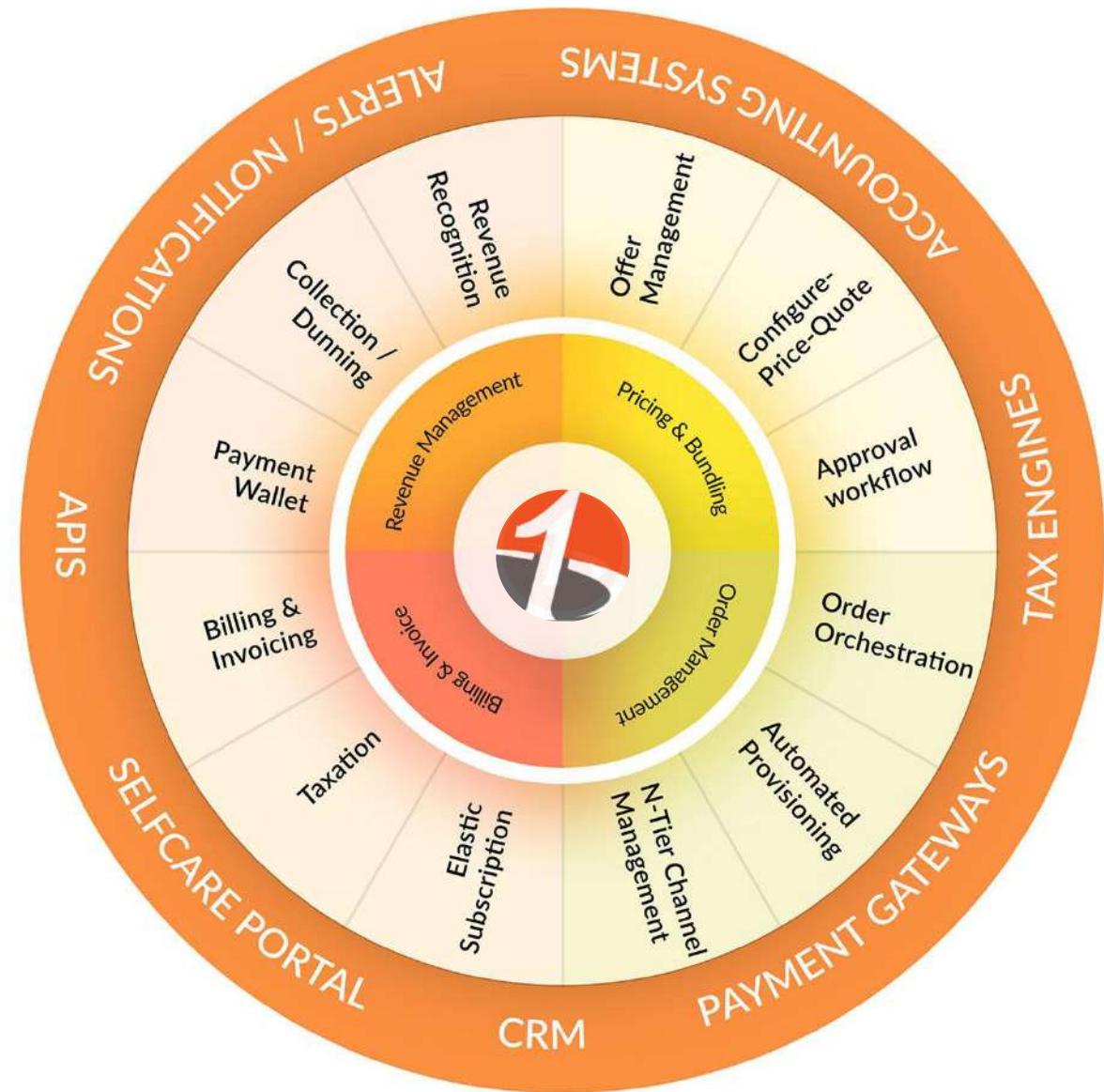
- Manage inventory within SDP or with external systems using API integration
- Configurable inventory module to add / manage various types of inventory be it physical / logical inventory
- Auto assignment / release of devices based on order operations from the CRM system
- Easy to interface with any external inventory systems if required

The screenshot displays the 'INVENTORY MANAGEMENT' interface. At the top, there are filters for 'Partner name' (OneBill Inc) and 'Device type' (DDL Local). A summary bar shows 'All devices (10)', 'Available (9)', 'Assigned (1)', and 'Others (0)'. Below this is a table with columns: Device ID, Paired device ID, Device type, Partner name, Customer ID, and Device state. The table lists several devices, all with 'Device type' as 'DDL_LOCAL' and 'Device state' as 'AVAILABLE'. Overlaid on the table are two modal windows: 'Filters' and 'Export devices'. The 'Filters' window has input fields for 'Customer ID', 'Carton ID', 'From device ID', and 'To device ID', with 'Clear' and 'Apply' buttons. The 'Export devices' window has a section 'Select attributes to be exported' with checkboxes for 'Device attributes' and 'Custom name (optional)', and a 'Save export settings' checkbox. It also has 'Cancel' and 'Export' buttons.

Device ID	Paired device ID	Device type	Partner name	Customer ID	Device state
5132853700		DID_LOCAL	OneBill Inc		AVAILABLE
5132853701		DID_LOCAL	OneBill Inc		AVAILABLE
5132853702		DID_LOCAL	OneBill Inc		AVAILABLE
		DID_LOCAL	OneBill Inc		AVAILABLE
		DID_LOCAL	OneBill Inc		AVAILABLE
		DID_LOCAL	OneBill Inc		AVAILABLE
		DID_LOCAL	OneBill Inc		AVAILABLE
		DID_LOCAL	OneBill Inc		AVAILABLE
		DID_LOCAL	OneBill Inc		AVAILABLE
		DID_LOCAL	OneBill Inc		AVAILABLE

Why OneBill

One Cloud Based Platform
with Five Products allowing
you to manage various aspects
of your business efficiently



Why OneBill



OneBill Differentiation

**Sophisticated
Billing &
Revenue
Management**

Rule Based Rating Engine

Configurable Invoice
Templates

**Enable
Channel
Based
Selling**

Real Time Settlement

Hybrid Catalog

N-Tier Channel
Management

**Automated
Service
Fulfilment**

Instantaneous
Service Activation

Configurable
Workflows –
minimal coding

**Consumption
Based Pricing**

Service agnostic
consumption processing

UI Based configuration

A dark, atmospheric photograph of the Golden Gate Bridge at dusk or dawn. The bridge's iconic red-orange structure is silhouetted against a deep blue and orange sky. The suspension cables and towers are visible, creating a strong geometric pattern. The water below is dark and calm.

onebill

THANK YOU!

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