



# Rate Standardization and Consolidated Billing

## Increase profitability while optimizing customer satisfaction

Reducing revenue leakage is a real challenge for many companies in our current economic climate. When combined with an increased desire to maintain customer loyalty, businesses must create a more seamless customer experience with less friction. Argano industry solutions enable companies to consolidate multiple rate sources into a single-source-of-truth that creates rate standardization, resulting in maximized profits. Leveraging Salesforce's robust billing solution ensures customers receive one invoice for all services rendered versus having to reconcile multiple invoices.

### Solution Overview

- **Salesforce Configure Price Quote**
  - Product catalog and pricing rules
  - Product configurator and conditional quote terms
  - Discount controls and advanced approvals
- **Salesforce Billing**
  - Invoicing, payment, and revenue recognition

- **Self-Service Portal powered by Salesforce Experience Cloud**
  - Automate invoice access, payment disputes, and payments against invoices
- **MuleSoft Anypoint Platform**
  - Synchronize data and automate transactions between Salesforce, ERP, and other third-party systems

### We know Salesforce

Argano is a longstanding Salesforce partner that empowers businesses to optimize operations, enhance customer experiences, and drive revenue by enabling agile and integrated business processes. Focusing on industry-specific best practices combined with extensive solution experience, we accelerate time-to-value for our clients' Salesforce initiatives.

Find out how Argano and Salesforce maximize technology investments and drive success. Contact us today at [salesforce@argano.com](mailto:salesforce@argano.com).

## Business Outcomes

- Maximized profit, as customer rates are standardized for all services rendered
- Reduced invoice disputes, as transaction charges are more easily understood by customers
- Single source of truth for services rendered, invoices presented, and payments made against those invoices
- Digital self-service functionality to automate invoice access, payment disputes, and payments against invoices
- System scalability to support rate standardization on a global scale

## Argano Differentiators

- Faster time-to-value
- Blended project teams with the right resources
- End-to-end solution demos for proof-of-concept
- Pre-sales resources ready to collaborate
- Extensive industry expertise and best practices