featured
customers

# Subscription Billing Software Category

# Subscription Billing Software Category

Subscription billing software is also termed recurring billing software. Businesses utilize this tool to automatically process recurring payments from consumers and manage payment information. With this platform, enterprises ensure their clients are billed accurately at the same time each month.

By getting subscribers for their services or products, firms get steady revenue flows as well as loyal customers for their brand. Subscription billing software is used together with other financial products like ERP, billing, and accounting solutions. In addition, subscription billing software can easily integrate with payment gateways.

# Customer Success Report Ranking Methodology

The FeaturedCustomers Customer Success ranking is based on data from our customer reference platform, market presence, web presence, & social presence as well as additional data aggregated from online sources and media properties. Our ranking engine applies an algorithm to all data collected to calculate the final Customer Success Report rankings.

The overall Customer Success ranking is a weighted average based on 3 parts:

## CONTENT SCORE

- Total # of vendor generated customer references (case studies, success stories, testimonials, and customer videos)
- Customer reference rating score
- Year-over-year change in amount of customer references on FeaturedCustomers platform
- Total # of profile views on FeaturedCustomers platform
- Total # of customer reference views on FeaturedCustomers platform

## MARKET PRESENCE SCORE

- Social media followers including LinkedIn, Twitter, & Facebook
- Vendor momentum based on web traffic and search trends
- Organic SEO key term rankings
- Company presence including # of press mentions

## COMPANY SCORE

- Total # of employees (based on social media and public resources)
- Year-over-year change in # of employees over past 12 months
- Glassdoor ranking
- Venture capital raised

## Award Levels

### MARKET LEADER

Vendor on FeaturedCustomers.com with substantial customer base & market share. Leaders have the highest ratio of customer success content, content quality score, and social media presence relative to company size.

### TOP PERFORMER

Vendor on FeaturedCustomers.com with significant market presence and resources and enough customer reference content to validate their vision. Top Performer's products are highly rated by its customers but have not achieved the customer base and scale of a Market Leader.

### RISING STAR

Vendor on FeaturedCustomers.com that does not have the market presence of Market Leaders or Top Performers, but understands where the market is going and has disruptive technology. Rising Stars have been around long enough to establish momentum and a minimum amount of customer reference content along with a growing social presence.

# 2021 Customer Success Awards

Check out this list of the highest rated Subscription Billing Software based on the FeaturedCustomers Customer Success Report.

## MARKET LEADERS

2checkout is now Verifone

ARIA

Chargebee

cleverbridge

FastSpring

paddle

Recurly

vindicia An Amdocs Company

zuora

## TOP PERFORMERS

BillingPlatform

chargify Billing for B2B SaaS

Digital River

fusebill

gotransverse

ORDWAY

RECVUE

SaaSOptics

## RISING STARS

CHARGEOVER

MOON CLERK

priority | RERUN

sticky.io

* Companies listed in alphabetical order

2021

SPRING 2021

Subscription Billing
Software Category

MARKET LEADERS

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customers

# MARKET LEADER

## ABOUT 2CHECKOUT

# 2checkout
is now **Verifone**

2Checkout (formerly Avangate), a Francisco Partners portfolio company, is the digital commerce & payments provider that helps companies sell their products and services via multiple channels, acquire customers across multiple touch points, increase customer and revenue retention, leverage smarter payment options and subscription billing models, and maximize sales conversion rates. Avangate acquired 2Checkout in March 2017. More information about 2Checkout's Avangate platform and related services can be found on www.avangate.com. More information on 2Checkout can be found on www.2checkout.com.

## Featured Testimonials

❝ *Having strong Consumer commerce operations is even more important today given their recurring nature. Avangate has helped us to optimize and scale our Consumer business more quickly and cost-effectively. They are a true partner and have bolstered our SaaS commerce and business expertise to help us achieve our business and financial goals. As a result, we have implemented strategic initiatives that have increased our renewal rates, and will allow us to enter into new markets quickly.* ❞

    **BRIAN JOHNSON**
    AREA VICE PRESIDENT, CONSUMER, ABSOLUTE SOFTWARE

❝ *2Checkout has solved for us a lot of issues related to subscriptions management and billing, order management and how to use order links and APIs. Basically, it is easy to integrate with their APIs and to manage order links. We enjoy the multitude of payment methods, as well as the checkout options that are easily customizable.* ❞

    **NADIN JABER**
    MARKETING MANAGER, ZOOLZ

❝ *We are impressed with the breadth and depth of the ecommerce and subscriptions functionality that the Avangate Monetization platform offers and with the conversion rate improvements and revenue uplifts we achieved. Especially as we put more emphasis on our subscription-based business, tools that help us increase client lifetime value – such as involuntary and voluntary churn prevention – are of the utmost importance. All in all, we are very pleased with working with the 2Checkout team.* ❞

    **FELIX HÜNING**
    DIRECTOR ECOMMERCE, NERO

❝ *By choosing Avangate I've been able to move forward with building my subscriptions based business in the confidence that the payment collection and renewals are being taken care of by professionals. I looked at over 8 other providers - but after discussing my needs with Avangate their solution offered clear advantages in terms of time to market customisation and costs. Add to this that their support staff have been superbly helpful and I couldn't be happier.* ❞

    **JOHN CLAYTON**
    CEO, CODERAGE SOFTWARE

## TRUSTED BY

**software** AG     **Malwarebytes**     HP     BROCADE     **ABBYY**

**ABOUT ARIA SYSTEMS**

ARIA

Aria Systems' cloud-based monetization platform is the analysts' choice, top-ranked by leading research firms. Aria helps enterprises monetize and grow recurring revenue at scale. Proven by the world's most demanding businesses, including AAA NCNU, Constant Contact, Falck, Hootsuite, Pitney Bowes, TDC, and VMware, Aria's billing and active monetization platform helps enterprises modernize their revenue operations with a better way to manage offers, customer accounts, billing, and financial processes. With Aria, enterprises get to market faster with a wider variety of products and services, retaining more customers and maximizing lifetime value.

## 63
## Total Customer References

VIEW ALL REFERENCES

## Featured Testimonials

" *We needed a sophisticated billing platform that allows us to pay per subscriber with low upfront investment. The Aria Platform gave us that plus many capabilities and a short ramp-up time.* "

BRIDGEMAXX

" *With the Aria Subscription Billing Platform, we now have credit management functionality, providing easy, real-time recurring billing across multiple currencies. The entire process has been seamless for our clients.* "

JUSTIN WHEELER
VP AND GENERAL MANAGER, USAMP

" *The powerful duo of CSC and Aria Systems is providing a user-friendly, effective, recurring revenue subscription and billing solution that accomplishes all of this at a low-cost point of entry.* "

MARY JO MORRIS
PRESIDENT, TECHNOLOGY AND CONSUMER GROUP, CSC

" *We felt strongly that the Aria Subscription Billing Platform could support a business of our scale. It allowed the fastest time-to-market and expedited global deployment with the monetization flexibility that we need now and for the future.* "

BRAD DUDAS
VICE PRESIDENT, PRODUCT MANAGEMENT, PITNEY BOWES

## TRUSTED BY

Trimble.   ORACLE   PHILIPS   SUBARU   AAA

**ABOUT CHARGEBEE**

**Chargebee**

Chargebee is a PCI Level 1 certified recurring billing platform for subscription-based SaaS and eCommerce businesses. Chargebee integrates with the leading payment gateways around the world to let you automate payment collection, invoicing, email notifications and customer management. With power-packed integrations such as MailChimp, ShipStation, Salesforce, and Shopify, Chargebee takes the pain out of subscription billing.

**125**
**Total Customer References**

## Featured Testimonials

" *Flexibility around subscription types is probably the biggest win — being able to view all our subscriptions in one place and learning the absolutely everything in the subscriptions trail. Chargebee cut down time spent managing subscriptions by about 80% compared to our previous process.* "

NICK ALLEN
PRODUCT MANAGER, TRAIL

" *Chargebee provided me with a fantastic recurring billing solution that is very user friendly and easy to set-up and manage. The solution itself is great, and provides timely and useful management information to help me manage my customers. I highly recommend Chargebee.* "

BRYN DAVIES
KITCHEN NOMAD

" *The flexibility in being able to create different plans, being able to have day based billing, being able to create different types of coupons and being able to modify a subscription - there are so many tools that Chargebee provides businesses to make their subscription billing experience exactly what they want it to be.* "

TAYLOR ARMSTRONG
HEAD OF SUPPORT AND BUSINESS OPERATIONS, RANGEME

" *Now we have a very efficient month-end process. Since everything in my billing is automated, I am able to do a month-end closing in one day or so. And without Chargebee, we would have spent at least five days for checking and processing money. Having an efficient billing process with Chargebee is definitely useful.* "

KATHARINA BAUDREX
HEAD OF FINANCE, USERLANE

## TRUSTED BY

freshdesk    **Doodle**®    circleloop    kissflow    userlane

**ABOUT FASTSPRING**

**FastSpring**

FastSpring is the trusted ecommerce partner for companies that sell software around the world. Companies using FastSpring's full-service ecommerce solution sell more, stay lean, and compete big. Founded in 2005, FastSpring is a privately owned company headquartered in Santa Barbara with an office in Amsterdam. For more information, please visit https://www.fastspring.com.

**66**

**Total Customer References**

## Featured Testimonials

" We strongly felt FastSpring was the best partner for our business because of the flexibility of the platform and all the built-in features like VAT/taxes, subscription management, global payments, upsells/cross-sells, and branded checkouts. "

ANDREA LOUBIER
FOUNDER AND CEO, MAILBIRD

" Thanks to FastSpring's ability to localize payments, customers are now seeing the price presented in their own currency, with clear information about the prevailing rate of Taxation. This has inspired buyer confidence, significantly reducing our cart abandonment rate by estimated 30%. "

SIMON BANGS
BRAND MANAGER, INMUSIC

" Just wanted to tell you guys that you have by far the best e-Commerce product we have ever used. Your product is very easy-to-use, extremely flexible and modern. Keep up the great work. "

THOMAS MARKEL
MARKELSOFT, INC.

" I just have to use this thread to say how happy I am with FastSpring. Switch to them. Right now. After all of these months now I can't tell you how good they have been—at helping with custom settings, getting my order template changed when I need it, and blocking fraud (they are really good at this: very few false positives). They always answer your questions within 24 hours, but usually within moments. They will work for every penny you send to them. "

STEVE WISEMAN
INTELLIADMIN

## TRUSTED BY

Adobe    Danfoss    DBxtra data that make sense    apparent software    flexibits

## MARKET LEADER

### ABOUT PADDLE

# paddle

Paddle's mission is to help software companies succeed — enabling them to focus on creating products the world loves. Hundreds of companies rely on their e-commerce platform to sell their software products globally, as well as their powerful analytics and marketing tools to understand and grow their businesses. Paddle's vision is to become the platform that all software companies use to run and grow their business. They aim to replace a fragmented ecosystem of specialized tools with a unified platform that removes the complex burden that comes with running a software business, whilst also providing unparalleled insight to help them grow faster.

## 43
### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

**❝** *Paddle is a pleasure to use: the billing tools are highly flexible and easy to configure, documentation is clear, and reporting lets me track revenue and make quick decisions based on data.* **❞**

    BASTIAN ALLGEIER
    FOUNDER, KIRBY

**❝** *Paddle has been instrumental in helping us optimize our subscription model and pricing based on their experience in our field, and we're already seeing an uplift in growth of revenue with higher conversion rates. I highly recommend it.* **❞**

    DIMITRIE BAITANCIUC
    CO-FOUNDER, BRIZY

**❝** *Paddle supports our business as we grow internationally with localized currencies, payment methods and handles all international tax. This ensures we can focus on giving our customers around the world the best possible customer experience.* **❞**

    ANDREY MESHKOV
    CTO AND CO-FOUNDER, ADGUARD

**❝** *[With Paddle,] we don't have to worry about new markets charging tax on software. We can accept more payment methods now, including wire transfer and Apple Pay. And we'll be able to use more payment methods as they become popular because Paddle will make them available for us.* **❞**

    ADAM WATHAN
    CHIEF EXECUTIVE OFFICER, TAILWIND

## TRUSTED BY

iconosquare    matomo    ADGUARD    Framer    Flixel

# MARKET LEADER

## ABOUT RECURLY

**Recurly**

Recurly, Inc. provides a versatile subscription billing management platform to handle the entire subscriber lifecycle for market-leading brands worldwide. Growing subscription businesses such as Sling TV, BarkBox, Asana, FabFitFun, Cinemark and Fubo.tv depend on Recurly to harness the power of the subscription model and drive recurring revenue growth. Since its launch in 2010, Recurly has deployed subscription billing for thousands of companies across 42 countries.

## 87
## Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

" *Now, through our dashboard, customers can view and download their invoices, upgrade, see their billing plan, and make other changes, all on their own. This is a significant benefit and something we couldn't do with our previous provider.* "

PAUL DUMOULIN
SOFTWARE DEVELOPER, JW PLAYER

" *Recurly makes recurring billing and working with payment gateways a breeze with their quick and friendly support. And their integrations with multiple third-party services allow us to surface actionable data without having to develop additional custom APIs.* "

ROD AUSTIN
DIRECTOR OF MARKETING, PAGELY

" *When we chose Recurly as our subscription management and billing platform, we were looking for a lean and flexible solution, something that would be able to grow with us over time, and that works worldwide. With Recurly, we have a partner that works everywhere around the world and is flexible to work with.* "

PASCAL VAN OPZEELAND
MARKETING MANAGER, USERLIKE

" *If we were to choose a billing and subscription platform again, we'd go with Recurly. It takes care of all aspects of billing, allowing us to focus on building great products for our customers.* "

SZYMON KLIMCZAK
CHIEF MARKETING OFFICER, LIVECHAT

## TRUSTED BY

**Linked in**   **HubSpot**   **Google**   **fabfitfun**   **a Alexa**

## ABOUT VINDICIA

vindicia®
An Amdocs Company

Vindicia, an Amdocs company, brings enterprise-class innovation to consumer-facing subscription billing to help businesses acquire and retain more customers by making payments seamless, secure and easy. Vindicia CashBox and Vindicia Select™ subscription billing and customer retention solutions keep consumers connected to the subscriptions they love, and businesses connected to the revenue they need. Vindicia's trusted SaaS-based platform increases recurring revenue and reduces customer churn.

## 19
### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ *Vindicia CashBox has enabled us to smoothly transition into a subscription billing model, yet still handle one-time payments for specific offerings.This flexibility enables us to focus our energies on crafting a compelling experience for our tournament players and fans, alike.* ❞

**STEVEN FLENORY**
STUDIO DIRECTOR, MAJOR LEAGUE GAMING

❝ *Ours is a unique industry and we chose Vindicia for its expertise and breadth of experience in the online gaming market. As a rapidly growing franchise, Moshi Monsters requires a solution that can handle subscriptions and one-time payments as well as the PCI compliance burden. We know we're covered with CashBox.* ❞

**DIVINIA KNOWLES**
CFO, MIND CANDY

❝ *CashBox has made a huge difference for us and for our customers. We're committed to taking the hassle out of purchasing protection plans, and CashBox handles payments in a way that's incredibly easy for our customers.* ❞

**NIKKI SCHMITT**
CUSTOMER EXPERIENCE MANAGER, PROTECT YOUR BUBBLE

❝ *We use Vindicia to handle every aspect of membership billing. CashBox makes managing recurring payments one of the most automated and worry-free aspects of our business.* ❞

**BRENDAN SHEEHAN**
CHIEF FINANCIAL OFFICER, CBUSA

### TRUSTED BY

Mind Candy     Protect your bubble.com by Assurant     Perion     FreedomPop     allrecipes.com

## MARKET LEADER

### ABOUT ZUORA

**zuora**

Zuora provides the only SaaS platform that automates all subscription order-to-cash operations in real-time for any business. Companies in any industry can launch new businesses, shift products to subscription, implement new pay-as-you-go pricing and packaging models, gain new insights into subscriber behavior, and disrupt market segments to gain competitive advantage. Zuora serves more than 1,000 companies around the world in a wide range of industries, including Box, Komatsu, Rogers, Schneider Electric, Toshiba, Xplornet and Zendesk.

## 281
### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

" *As subscription businesses launch new services and expand globally into new markets, the complexity and need to support a wider-array of payment options increases rapidly. Our pre-built integration to Zuora, featured on the Zuora Connect marketplace, allows us to more effectively reach and support the fast-growth companies and established global enterprises using Zuora that need to mitigate fraud and secure their payment data.* "

ANDRE MACHICAO
SVP OF CYBERSOURCE, VISA

" *We chose Zuora because we wanted to go with nothing but the best. For a subscription billing and invoicing platform, we wanted something that was cloud-based, flexible, and scalable. Zuora was perfect with our architecture.* "

LALIT SINGH
VICE PRESIDENT FAST PROGRAM, MICRO FOCUS

" *Our Manage Subscription customer site is embedded in Zuora so customers don't feel bounced around. It's a seamless, end to end experience for customers, and it's easy for our sales, contracts, and billing teams.* "

BARRIE EFFRON
VP OF BUSINESS ANALYTICS AND PMO, EMONEY ADVISOR

" *Zuora is really exciting, because we now see customer data in real time—subscription term, billing period, credit card, churn reports, etc. That's straight out of the box. With our legacy systems, we had none of that.* "

DENA PARK
DIRECTOR OF PRODUCT FOR SUBSCRIPTIONS, PENSKE MEDIA CORPORATION

## TRUSTED BY

**VISA**  **zoom**  **KPMG**  **LOWE'S**  **at&t**

## MARKET LEADER

### ABOUT CLEVERBRIDGE

**cleverbridge**

cleverbridge provides flexible ecommerce solutions for monetizing digital goods, online services and SaaS. Their cloud based ecommerce platform simplifies recurring billing, optimizes the customer experience and offers comprehensive global payment capabilities. Leveraging cleverbridge expertise, technology and services, clients effectively increase customer acquisition and retention while rapidly expanding into international markets for revenue growth. cleverbridge is headquartered in Cologne, Germany with offices in Chicago, San Francisco, Tokyo, and Taipei. cleverbridge was named a 2017 V3 Technology Awards Finalist (Best Business Application); 2017 SaaS Awards Finalist (Best SaaS Product for Ecommerce/Online Shopping); a finalist for two 2017 European IT and Software Excellence Awards (Enterprise Solution of the Year and Small and Medium-sized Enterprise (SME) Solution of the Year); and named in the ...

## 17
### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

" Our mission to enable customers to self-service (from trial to subscription) and introduce monthly billing have been met thanks to cleverbridge's ability to smoothly integrate with our backend systems. Our customers can now sign up for a trial and convert to a paid subscriber without even contacting a Sales person. With cleverbridge's solution, the majority of our customer base has elected automatic billing and we have had a great success rate for monthly customer billings. "

**CINDY JOHNSON**
DIRECTOR R&D, VIPRE

" Part of cleverbridge's value is enabling companies, including ours, to go global more quickly and effectively. cleverbridge's local payment methods and currencies lift conversion rates globally, as well as drive a better user experience. On the backend, the ability to easily configure localized marketing messages and product information helps our ecommerce teams operate more effectively. We've seen this over and over during years of working with cleverbridge – their swift migration of the MindManager line is just the most recent example. "

**ROB CHARLEBOIS**
EVP GLOBAL ECOMMERCE & DIGITAL MARKETING, COREL CORPORATION

" cleverbridge not only gave us a complete global solution right out of the box with a simple integration – rapidly accelerating our time-to-market – but delivered the best possible online customer experience to build long-term customer relationships and grow recurring revenue. "

**KEVIN ST. ANGEL**
DIRECTOR OF ECOMMERCE, SONY

" With cleverbridge, we had access to a wealth of features, right out of the box. Their architecture means faster response, including page load time and cart execution, all over the world. Their customer service model gives us professional services when and where we need them. It's a great platform. "

**MARK DYKSTRA**
SENIOR MANAGER OF INTERNET MARKETING, DELL

## TRUSTED BY

DELL · Malwarebytes · WEBROOT an opentext company · VIPRE · SONY

2021

SPRING 2021

Subscription Billing
Software Category

TOP PERFORMERS

**ABOUT BILLINGPLATFORM**

## BillingPlatform

BillingPlatform is an agile, cloud-based monetization platform that automates quote-to-cash processes, with a concentration on billing. BillingPlatform's flexible platform allows companies to monetize any offering, integrate seamlessly with any system, and create a frictionless experience that turns value into revenue. Millions of transactions, billions of dollars in revenue, and the ability to support any kind of billing model. Our solution suite enables companies to drive revenue growth and operational efficiency - all achieved through configuration vs. code. BillingPlatform powers the Consumption Economy.

💬 **35**

## Total Customer References

VIEW ALL REFERENCES

## Featured Testimonials

❝ *Because of BillingPlatform's extensive integration capabilities coupled with an in-depth security and controls library, the company has added new subscription and charge methods, such as automatic renewals, over-consumption charges, and credit on-record features.* ❞

👤 MAGIN ARIAS COLMENERO
INTERNATIONAL IT SERVICES MANAGER, SMARTBIKE

❝ *With BillingPlatform, Express was able to streamline our entire billing operation and provide our customers with billing options that were not possible before. Billing in multiple currencies, combinations of usage and subscription charges, multiple billing cycles, and invoice formats have provided us with the flexibility we need to focus on growing our business.* ❞

👤 SIMON ROSS
CHIEF EXECUTIVE OFFICER, EXPRESS VIRTUAL MEETINGS

❝ *BillingPlatform's agility allows us to keep up with the constantly changing conferencing market. Our industry is always changing and under continuous competitive pressure – so the ability to execute billing solutions quickly and iteratively has been a huge deal for us. We think that BillingPlatform is going to change the way we do business from a go-to market perspective. I'm very enthusiastic about BillingPlatform because it's a fundamental shift for all things enterprise billing.* ❞

👤 JOHN PERKINS
VICE PRESIDENT GLOBAL IT OPERATIONS, PGI

❝ *BillingPlatform's cloud-based solution allowed Panera Bread Company to accomplish everything we set out to do. We were able to leverage subscription and recurring changes, implement tiered pricing, trigger billing by events, create product bundles, and more. BillingPlatform was an excellent choice for us and provided many benefits.* ❞

👤 JOHN DAVIS
SR. MANAGER OF FINANCE & STRATEGIC PLANNING, PANERA BREAD

## TRUSTED BY

MARKLEY     SmartBike     Panera BREAD®     CONIFER HEALTH SOLUTIONS®     △ sbm

**TOP PERFORMER**

## 103

**Total Customer References**

**ABOUT CHARGIFY**

**chargify**
Billing for B2B SaaS

Chargify is a billing and subscription management platform for fast-growing B2B SaaS businesses. Founded in 2009, Chargify has helped thousands of businesses manage millions of offers that drive billions in annual revenue. Chargify removes billing bottlenecks and gives front, corner, and back-office teams the speed and flexibility to accelerate growth.

## Featured Testimonials

" With Chargify we've been able to automate invoicing/statements, failed credit card payments, subscription state, customized billing, and much more. The API is very easy to integrate with, use, and has shown to be very valuable when regarding disputes and verification of integrity of our customer accounts. We couldn't be any happier! Plus, the support team is and has ALWAYS been helpful when anyone from our team reaches out. Chargify has helped our support team be able to maintain transparency and integrity of our automation and billing process. I cannot say enough wonderful things! "

**LEILANI SALES**
CSA TEAM LEAD, SPOTIO

" I work a lot with Chargify to manage our billing and subscriptions of our customers. I love the reporting and [the] fact that I can locate the accounts that I need to update and/or correct. Chargify is intuitive to use and makes it easy to update coupons, add components for certain features we have, turn components on and off for customers, change customer details, etc. Go Chargify Team! "

**PETE MCKESSON**
CUSTOMER SUCCESS MANAGER, KICKSERV

" From launch we've depended on Chargify for billing and subscription management. They've provided great support and the product has scaled along with our business. Our customer information is the lifeblood of our business and Chargify has always been attentive to our recurring billing needs. "

**SETH BARNES**
CMO, RADDISH KIDS

" As a subscription-based business, we'd be lost without Chargify. It takes the stress out of managing thousands of subscribers, and learning to use the platform was simple. Chargify also has amazing customer service, which is very important for us. Every time we have a question, their support staff is easy to get a hold of, friendly and helpful. We couldn't be happier with our decision to use Chargify for our growing subscription service. "

**PHIL VAN TREUREN**
CEO, SADDLEBOX

## TRUSTED BY

**formstack**    **happyfox**    **@ mailgun** by PATHWIRE    **Newsweek**    **rackspace** technology.

## TOP PERFORMER

**ABOUT DIGITAL RIVER**

**Digital River®**

Digital River is recognized as a leading global provider of Commerce-as-a-Service solutions. Companies of all sizes rely on Digital River's cloud-based commerce, payments and marketing services to manage and grow their online businesses. Through these services, Digital River connects B2B and B2C digital product companies and branded manufacturers with buyers across multiple devices and channels in nearly every country in the world.

## 46
### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ *By working with a global ecommerce and payments leader like Digital River, we have a single integration and point of contact that can support our continued geographic expansion. This integration enables us to speed our time to market as we continue to grow our business.* ❞

MAX EMILSON
DIRECTOR OF GLOBAL PARTNER SOLUTIONS, KLARNA

❝ *Digital River has worked in concert with our goals to grow our business in smart, secure and sustainable ways. We will continue to look to Digital River to provide powerful thinking, comprehensive cloud commerce, payment solutions and marketing services to help grow our business on a global scale.* ❞

JONAS FORSBERG
VP OF GLOBAL ONLINE SALES AND MARKETING, JABRA

❝ *The complexity of entering new global markets would have required us to invest a great deal of time and money to build the expertise to do it well. We opted instead to partner with Digital River, which allows us to focus on the customer experience while Digital River takes care of back-end functions like tax regulations, compliance and payments.* ❞

JAMES SUDWORTH
HEAD OF DIGITAL, EGRESS SOFTWARE

❝ *Digital River's product is a real game-changer. It takes the complexities and time of implementing payment methods within Salesforce Commerce Cloud and handles all of it automatically, with one simple and straightforward solution. It is pretty mind-blowing.* ❞

SCOTT BOREING
SENIOR SOFTWARE ENGINEER, ASTOUND COMMERCE

## TRUSTED BY

FORRESTER®          SIEMENS          vmware®          logitech®          BOSCH

**TOP PERFORMER**

**41**

**Total Customer References**

## Featured Testimonials

**ABOUT FUSEBILL**



Fusebill is a software platform that simplifies subscription billing management by automating many manual accounting, financial processes and workflows. Their cloud-based platform gives companies the freedom to grow their businesses, the flexibility to capitalize on new product opportunities, and the agility to maintain a competitive edge.

66 *Fusebill helps manage customers more efficiently by flagging to us which customers are in good standing or not. Having the system automatically send out past due notices and statements also helps manage large volumes of customers without any manual intervention.* 99

MARK ZURAWSKI
BUSINESS ANALYST, AGILITY PR SOLUTIONS

66 *The ability to edit subscriptions before they become invoices—and up to the last minute—is amazing. I can do a real-time check several hours before billing runs.* 99

KELLY WEBER
VENDOR MANAGER, CLOUDPLUS

66 *Fusebill provides us with a customizable, feature-rich, subscription system that handles all the complexities of monthly credit-card billing in a secure way. We don't have to worry about those details.* 99

PAUL WINTERHALDER
VICE PRESIDENT, CDO, BITHEADS

66 *Fusebill has all the subscription billing and management capabilities we require today and it's the ONLY platform that will satisfy our future needs as we scale.* 99

UDI PAN
FINANCE MANAGER, UBERFLIP

## TRUSTED BY

## TOP PERFORMER

### ABOUT GOTRANSVERSE

**gotransverse**

Gotransverse powers intelligent billing for smart business. As one of the world's most reliable and respected agile monetization platforms, Gotransverse provides a cost-effective way to add flexible pricing and intelligent billing solutions to transform your back-end operations into a competitive advantage. The result is top-line revenue growth, faster time-to-market, visibility into revenue streams, and operational savings.

### 50
**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ *Offering subscription sales of AV management software is a new departure for QSC and we chose Gotransverse to help us design the billing systems because of their reputation and their ability to work with us to design a global billing solution customized to our needs. We also chose Gotransverse because it was the best platform to integrate with our current technology stack. As our enterprise software strategy continues to evolve, we are confident that Gotransverse can help us expand our subscription software sales.* ❞

**CLAUDÉ ZAMBONI**
**VICE PRESIDENT OF INFORMATION TECHNOLOGY, QSC**

❝ *We chose Gotransverse as our strategic partner due to their industry-leading telecom and billing domain expertise which enables them to deftly handle internationalization of billing at high volumes - including mobile billing - and their ability to scale as we expand. The Gotransverse solution enables us to provide an optimal experience for our customers, who prefer to pay as they go via mobile platforms without longterm commitments.* ❞

**SALEEM BHATTI**
**CIO, STARZ PLAY**

❝ *Gotransverse has proven to be a robust, scalable, and adaptable billing platform that is enabling us to compress the billing workflow, reduce staffing requirements, and increase overall efficiency. We plan to consolidate our entire billing infrastructure on the Gotransverse platform.* ❞

**SANJAY DHAWAN**
**VP FINANCE, ETHOCA**

❝ *We chose Gotransverse for three primary reasons: its outstanding ability to automate complex pricing and billing scenarios, its ability to integrate with our existing providers, and its ability to scale with the growth of our global business.* ❞

**DOUG POLIGNANO**
**SVP OF FINANCE AND GLOBAL CONTROLLER, MEDIAOCEAN**

## TRUSTED BY

accenture    CIOReview    CloudSense    FORRESTER    AGT international

**ABOUT ORDWAY**

# ORDWAY

Ordway is redefining how growing businesses approach billing and finance operations via its billing and revenue automation platform. Built by a team that helped design much of the world's cloud-based financial billing and ERP systems, Ordway modernizes the end-to-end billing process and eliminates the need for error-prone spreadsheets, manual accuracy checks during the monthly close process to ensure compliance to GAAP & IFRS, and time-consuming invoicing. Designed with the flexibility that today's customers demand, and optimized to guide organizations during their growth phase, Ordway smartly manages a business' most complex customers.

## 55
**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ *Billing is now a click of a button. We generate and email all invoices in minutes rather than days.* ❞

NEIL SHAH
FOUNDER, ASPIRE

❝ *All of our revenue reporting comes through Ordway. I can generate the exact reports our investors would like to see. That's saving a lot of time, not to mention our invoicing and billing cycle is fully automatic.* ❞

SHIRISH VERMA
CHIEF FINANCIAL OFFICER, SPOTLUCK

❝ *Life before Ordway was brutal. We were manually processing all users and invoices. The Ordway team automated it all. They know billing and they are wonderful to work with.* ❞

SUSAN ZECHTER
BUSINESS INTELLIGENCE, LISTREPORTS

❝ *The Ordway platform gives us confidence that our sales-to-finance tech stack is ready for the big growth we're expecting. Our legacy system couldn't handle our hybrid prepayment contracts and on-demand business model where we price our offering based on the number of documents processed via our APIs. Ordway's team understood our model, got us up and running in a matter of weeks, and all of the internal manual workarounds in our billing workflow are now gone.* ❞

CONOR O'DONOGHUE
VP OF FINANCE, OCROLUS

## TRUSTED BY

aspire    Vestwell    spotluck    Ocrolus    BAO SYSTEMS

featured customers

## TOP PERFORMER

**21**

**Total Customer References**

**ABOUT RECVUE**

### RECVUE™

RecVue delivers the only monetization platform built on big data and designed specifically to address the unique challenges of managing recurring revenue for B2B enterprises. These enterprises need an industrial-grade monetization solution to manage millions of transactions and a very high degree of complexity. RecVue's solution includes data mediation tuned to support high volumes of transactions, a 360 view into the entire contract lifecycle, attribute-based pricing, complete billing-to-invoice capabilities, partner management, and robust analytics and reporting.

## Featured Testimonials

*The system is easy to navigate and has flexible and customizable reporting tools. In addition, the 1-click Contract changes and Cancellations feature has really helped us to eliminate manual proration calculations.*

**KEVIN LONG**
VICE PRESIDENT, GLOBAL CASH OPERATIONS, ACI WORLDWIDE

*We needed a platform that was flexible enough to handle not only the multitude of our current billing scenarios, but more importantly, our future billing scenarios that are in our current roadmap and even those that are not. In addition, we needed a platform that would provide insights into the health of our subscriber base with full visibility of ARR, churn rate, etc. RecVue has not only been able to satisfy these requirements, but it's also been instrumental in moving us from a highly manual to an automated process, expediting our month-end close and ensuring all revenue is accounted for.*

**ADAM SCHAUER**
CONTROLLER, AMERICAN WELL

*RecVue was able to simply and efficiently address the challenges we were having with our complex subscription pricing and recurring billing rules. No other platform on the market has the flexibility and scalability to manage the growth in our recurring revenue business. It's been a true partnership.*

**WILLIAM VESSELS**
DIRECTOR OF BUSINESS PROCESS MANAGEMENT, CROWN CASTLE

*Now we can see each day where we stand in the billing cycle and have a much clearer view of the status of our invoices. The ability to add more stations and invoices, without causing strain by adding additional days for closing or adding additional headcount, has increased our productivity and accuracy tremendously.*

**CHRISTINA GREEN**
VICE PRESIDENT AND CHIEF FINANCIAL OFFICER, AIRPORT TERMINAL SERVICES

## TRUSTED BY

ACI Worldwide     American Well     ATS AIRPORT TERMINAL SERVICES     exTeneT SYSTEMS | DELIVERING TOMORROW'S CONNECTIVITY TODAY     CROWN CASTLE

## 36
### Total Customer References

**ABOUT SAASOPTICS**

**SaaSOptics®**

SaaSOptics delivers a subscription management platform that provides subscription billing, revenue recognition and robust subscription analytics. SaaSOptics enables early stage and growth SaaS and subscription-based businesses the ability to eliminate their dependency on spreadsheets and streamlines their financial operations and reporting. SaaSOptics robust analytics engine delivers all the SaaS analytics you need to run your subscription business: MRR, ARR, Cohort, CLV, Projections, Renewal Rates and Churn. SaaSOptics provides deep, two-way integration with Salesforce, QuickBooks, and connectors for Recurly and Stripe, allowing their customers to efficiently manage their business growth.

## Featured Testimonials

**❝** *With SaaSOptics, I have a reliable method for computing and tracking revenue and deferred revenue, and also fantastic metrics I can use to understand our business as we grow. It's really working great for us! Plus the support is fantastic.* **❞**

    DAWN CREW
    DIRECTOR OF FINANCE, HACKERRANK

**❝** *Highly Recommend SaaSOptics! SaaSOptics transformed our revenue recognition process, migrating it from an Excel spreadsheet to an automated platform integrated with our billing system.* **❞**

    ABBY WEATHERBY
    CONTROLLER, SPRINGBOT

**❝** *SaaSOptics has given Driven Insights the visibility and accurate financials to generate clean revenue recognition calculations, review revenue recognition by group or by individual customer, accurately represent growth in recurring revenue, capture clean churn metrics and easily run additional reports as required for management and Board meetings.* **❞**

    DAVE ROBINSON
    PARTNER AND CO–FOUNDER, DRIVEN INSIGHTS

**❝** *The revenue recognition provided by SaaSOptics is really incredible. Without it, reporting deferred revenue would be a massive time burden with greater risk of error, and I don't know of any other platforms that do it as well as SaaSOptics.* **❞**

    KRISTY BRITT
    CHIEF FINANCIAL OFFICER, BCV

## TRUSTED BY

BIZZABO    greenhouse    Driven Insights    Profitero    springbot

2021

SPRING 2021

Subscription Billing
Software Category

RISING STARS

**RISING STAR**

**ABOUT CHARGEOVER**

**CHARGE⬤VER**

ChargeOver automates invoicing, payment acceptance, & more for any traditional small businesses, services, enterprises, ecommerce, SaaS, and others. Automate invoicing, accept payments, contact customers for new payment information or about missed payments, and more. ChargeOver's flexible setup allows you to invoice exactly the way you want - you're in charge, not your invoicing app.

## 38
### Total Customer References

**VIEW ALL REFERENCES**

## Featured Testimonials

❝ *We now have confidence in our billing system so we can focus our attention on serving our clients. We also appreciate ChargeOver's technology and system integrations, which deliver great flexibility, especially when coupled with usage-based customization. As we become more complex in our needs, it is great to have the autonomy to make necessary tweaks and changes ourselves.* ❞

TAYLOR CHAPMAN
CHIEF EXECUTIVE OFFICER, BALLPARC

❝ *It is a way for GrubTubs customers to have a more seamless experience instead of feeling like they're being bounced around while sharing their credit card information. It's also helpful that the statements and invoices are so easily accessible for our customers. We also use ChargeOver's customization capabilities to send out emails and newsletters that have the GrubTubs logo from the GrubTubs team.* ❞

BEN HOUSTON
OPERATIONS MANAGER, GRUBTUBS

❝ *There aren't many companies with a great product who are also great at customer service. But ChargeOver excels at both. That's why I recommend it so highly to anyone looking for a payment solution.* ❞

RYAN PARSHALL
PRESIDENT, LURE CREATIVE

❝ *Before, we had a hard time billing recurring revenue streams. Now, it just takes minutes to automate and schedule what we need, all within a dashboard.* ❞

JOE BRENNAN
SENIOR MARKETING CONSULTANT, LURE CREATIVE

## TRUSTED BY

**ABOUT MOONCLERK**

# MOON CLERK

MoonClerk is an all-in-one solution for recurring & one-time online payments. MoonClerk is ideal for Web Designers, Non-Profits, Of-The Month Clubs, Subscription Services, Dance Studios, Private Schools, Churches, Gyms, and more.

**216**

**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

" *For those running a consumer goods subscription business, MoonClerk provides an easy-to-use platform for accepting recurring payments, running promotions, and keeping track of customers.* "

> JOHN BURKE
> CO-FOUNDER, CRAFT GIN CLUB

" *MoonClerk is incredibly easy to set up. It took me less than ten minutes to create our first form, and it integrates seamlessly with our website. MoonClerk works so well that subscriptions basically run themselves at this point.* "

> MATTHEW AMSTER-BURTON
> SPILLED MILK

" *MoonClerk works seamlessly with SquareSpace and anytime we have had a question they have been there to assist every step of the way. Since the addition of MoonClerk to our new website, we have not skipped a beat when it comes to our online payment processing.* "

> TINA FEENEY
> CO-OWNER, JOHNSON POOL & SPA

" *MoonClerk allows us to focus more on providing excellent support to our clients because our payment system is streamlined, automated, and efficient. Because that part of our business is automated, we focus our energy on other areas that will help us continue to grow.* "

> MIRACLE ALLUMS
> MHOODLE

## TRUSTED BY

BROWN BOX BRANDING    Craft GIN CLUB    foojee    YOGALATES LONDON    EST. 2017 The Fitness REBELLION

**ABOUT RERUN**

**priority | RERUN**

Rerun is a software company that had the need to bill their customers monthly for their support plans. Rerun is for any business, organization or association that wants to automate their recurring, subscription or membership billing and accept recurring payments via credit card and ACH. Rerun is a web-based tool that allows you to accept payments from customers or clients on a recurring basis by credit card or bank transfer. With Rerun, you can create event-based email templates to send to your customer groups, track payment activity and pull customized reports. Rerun is part of Acclivity's dynamic product portfolio.

## 23
**Total Customer References**

**VIEW ALL REFERENCES**

## Featured Testimonials

" *The system has helped me save time and energy in operating the club. The synchronization with Xero and automatically creating reoccurring invoices are great.* "

FRANK GOODYEAR
TREASURER, RAFAEL EVENING ROTARY CLUB

" *We are so very thankful and relieved for the automation that Rerun has brought to our complex billing process.* "

TIFFANY ALLEN
ACCT SUPPORT, CHARTERNET WEB SOLUTIONS

" *We're able to save countless hours of admin with Rerun's automated billing. The time saved means lower costs for our clients. It's win-win.* "

JON CLARK
MANAGING DIRECTOR, RED K STUDIO

" *All credit card transactions are by phone. We only need to enter their information once in Rerun and then anytime they want to pay by credit card, we just enter the amount and process the payment. This has been a convenience for the customers and a great time saver for us. We have a secure place to store the credit card information and takes the burden off of our business. It's a no brainer using Rerun compared to how we used to use Paypal reoccurring transactions.* "

BRUCE WILSON
FOUNDER, FORMATIONS DESIGN GROUP, LLC

### TRUSTED BY

Beyond Balanced Books          LOGAN HOUSE Coffee Co.          red K Studio          Charternet Web Solutions          LANCE CPA GROUP

## 19
### Total Customer References

**VIEW ALL REFERENCES**

## ABOUT STICKY.IO

# sticky.io

sticky.io is a fully integrated ecommerce order management and recurring billing platform that plugs seamlessly into any front-end experience. Providing deep insights across the customer lifecycle without custom engineering or added plugins, sticky.io was designed with best-in-class tooling built in. Brands using sticky.io have a holistic view of customers, allowing for more personalization and easy optimization, operational efficiency and the ability to accelerate their speed to market.

## Featured Testimonials

66 *[sticky.io] is literally our office, the one system of record we need to run our business. We can be anywhere in the world, and if we have access to the platform, we are able to get our jobs done.* 99

> NATE LIND
> SUBSCRIPTION BUSINESS OWNER, ADSUM

66 *The best thing about [sticky.io] is they've been in the eCommerce space for such a long time - their experience has really helped merchants like myself grow significantly.* 99

> ANWAR L HUSAIN
> CO-FOUNDER, SMASHTECH

66 *We tested email marketing but were never able to make it work. Our emails didn't get into the inbox and we were not sure why. The software was expensive and complicated to use. To be honest, we just didn't have the resources to manage this effectively and gave up. We were introduced to LiftLogic and within days they implemented an email program that has created a meaningful revenue stream for our business. We would highly recommend LiftLogic to anyone looking to monetize their email data.* 99

> MATT S.
> LIFTLOGIC

66 *sticky.io has given us the ability to take our company and our membership experience to a whole new level. If you're in the eCommerce world and thinking about subscribing your tribe and giving them a world class experience, as well as getting scalable insights to how you can grow your company — I really don't know of another platform I would recommend like sticky.io* 99

> STEPHEN EZELL
> CHEIF EXECUTIVE OFFICER, MYGREENFILLS

## TRUSTED BY

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