Zoho Billing

An end-to-end billing solution

The business landscape is marked by rapid changes and constant evolution.

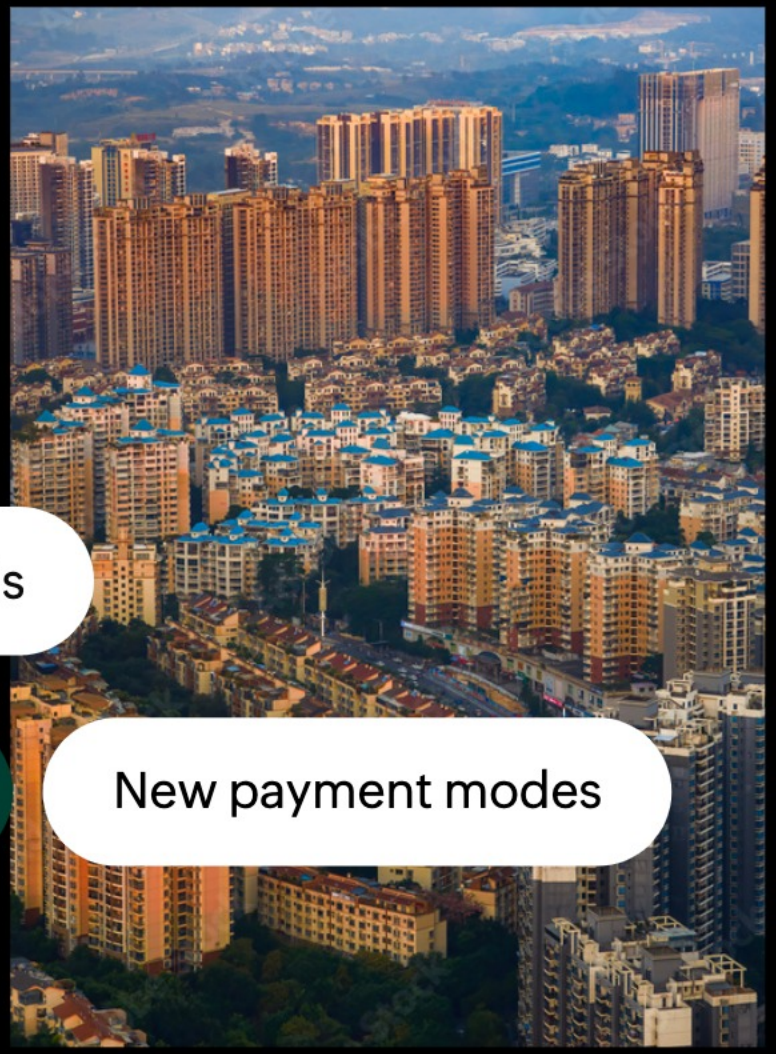
Technology advancements

New pricing models

Customer preferences

Regulatory changes

New payment modes



Businesses need to be agile and responsive to remain competitive in this dynamic environment.

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Billing processes play a crucial role in adapting to these changes effectively.

Growing businesses often navigate through different billing complexities.

Lack of operational rigour

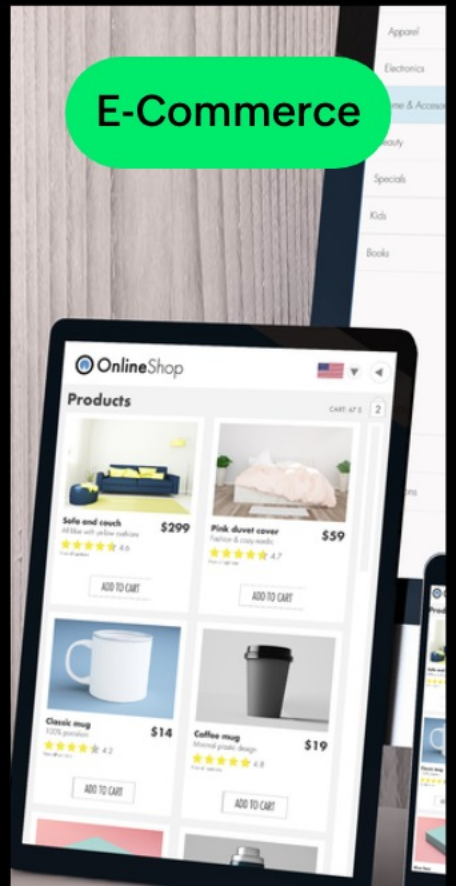
Lack of business insights

Failed payments

Separate invoicing processes

Unscalable billing infrastructure

Different industries adopt different billing processes.



So, you need a comprehensive solution that is agile and tailored to your specific needs.

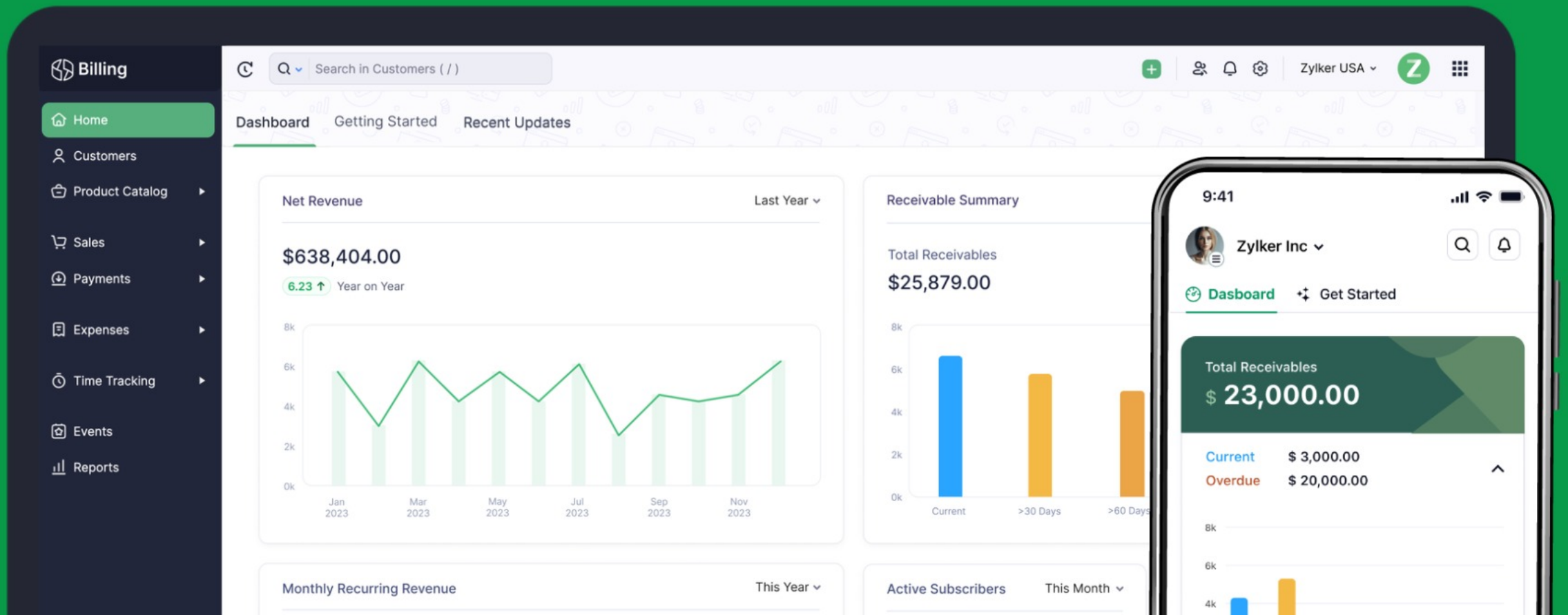
Introducing

Zoho Billing

An end-to-end billing solution for small and medium-sized businesses.

Zoho Billing

Zoho Billing streamlines your entire billing process, making it more intuitive and efficient. It comes with powerful invoicing, billing management, lifecycle automation, and revenue recovery capabilities.



Core Capabilities

1. Easy product management
2. Efficient billing management
3. Convenient payment handling
4. Customer lifecycle management
5. Powerful business insights and analytics
6. Marketplace and integrations

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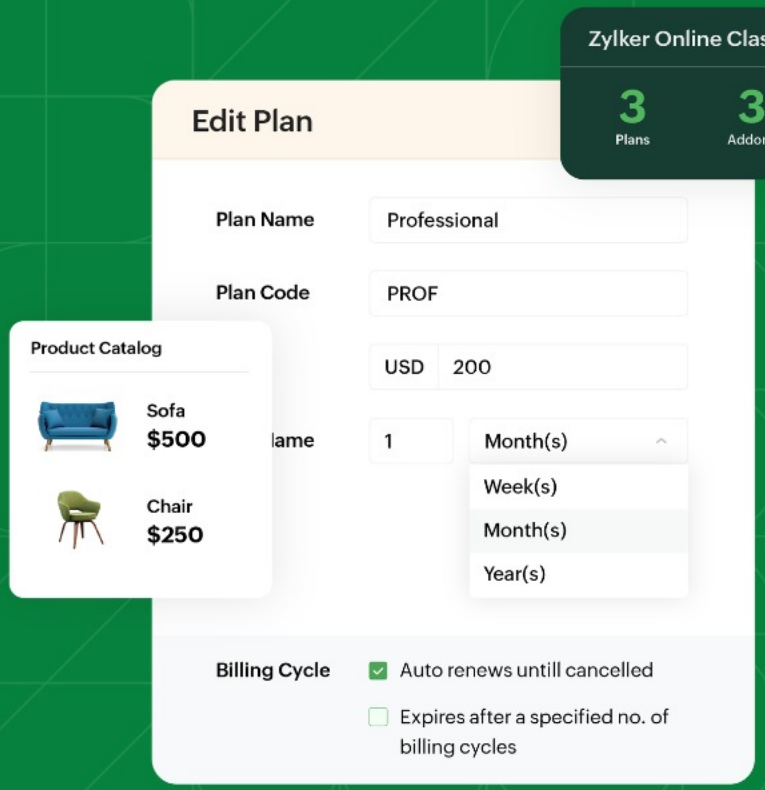
1.1. Easy product management

Define your product and service offerings and package them for your customers via subscriptions.

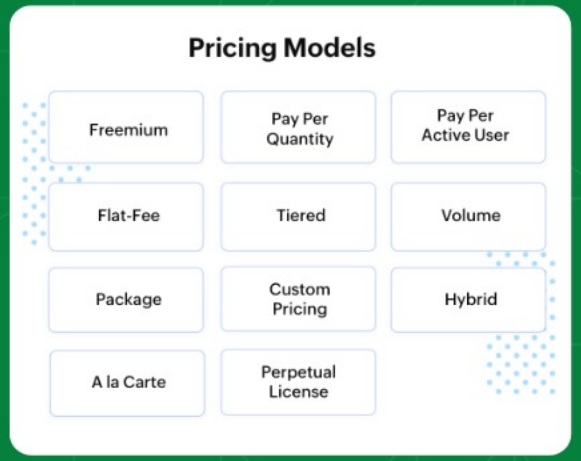


Product catalog

Create, update, change, and manage different products and services in one place.

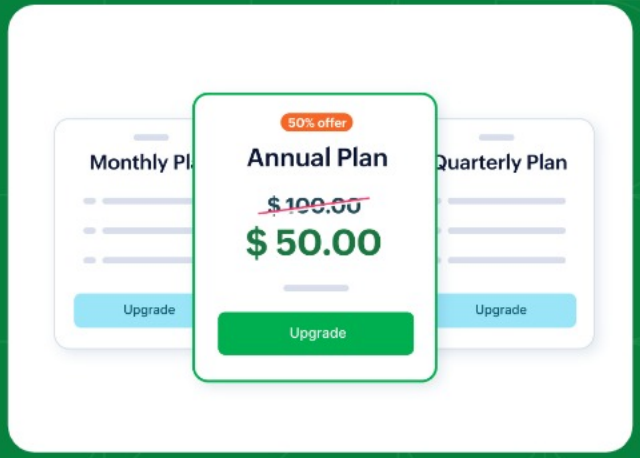
1.2. Multiple pricing models

Accelerate pricing experiments across the globe with wide-ranging pricing models.



Pricing models

Gain control over the pricing of your products and services.



Offer incentives

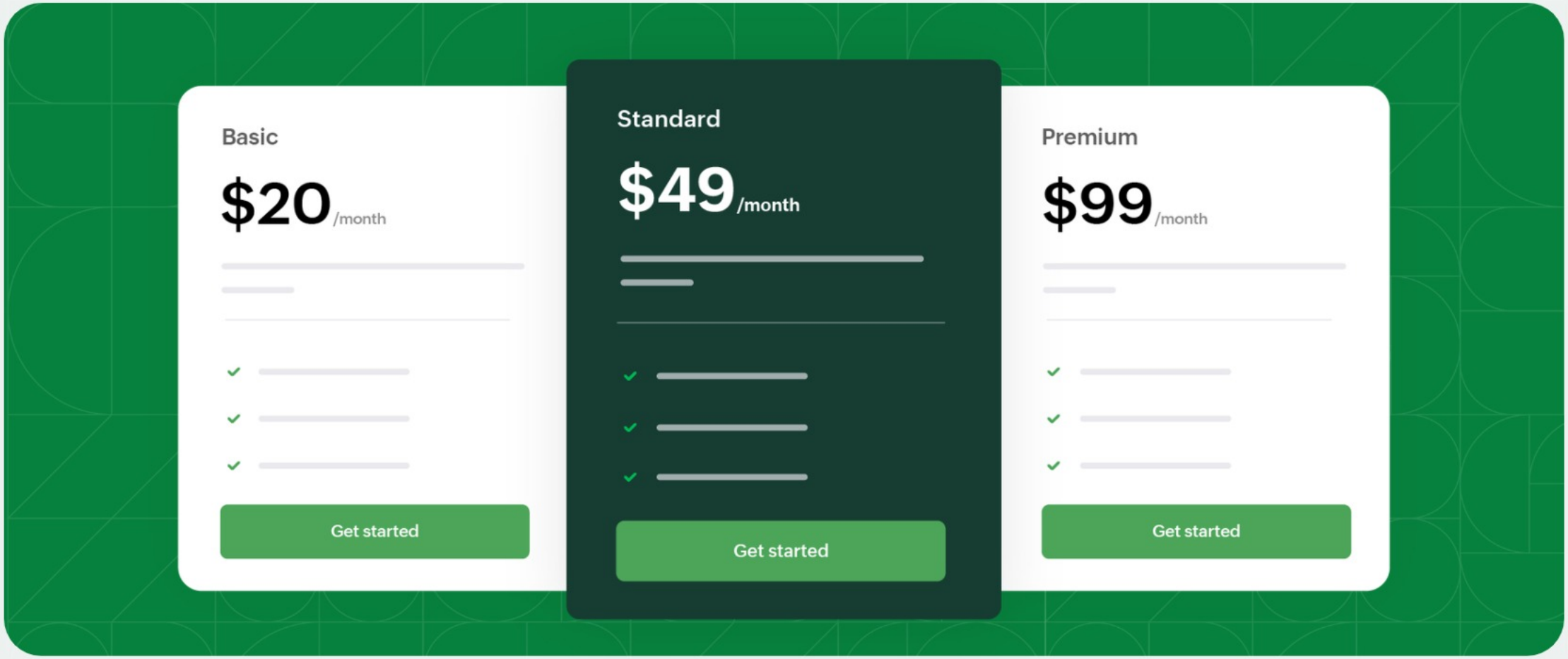
Offer discounts, freemium plans, and trials.

Multi-currency

Sell across borders to customers from different regions.

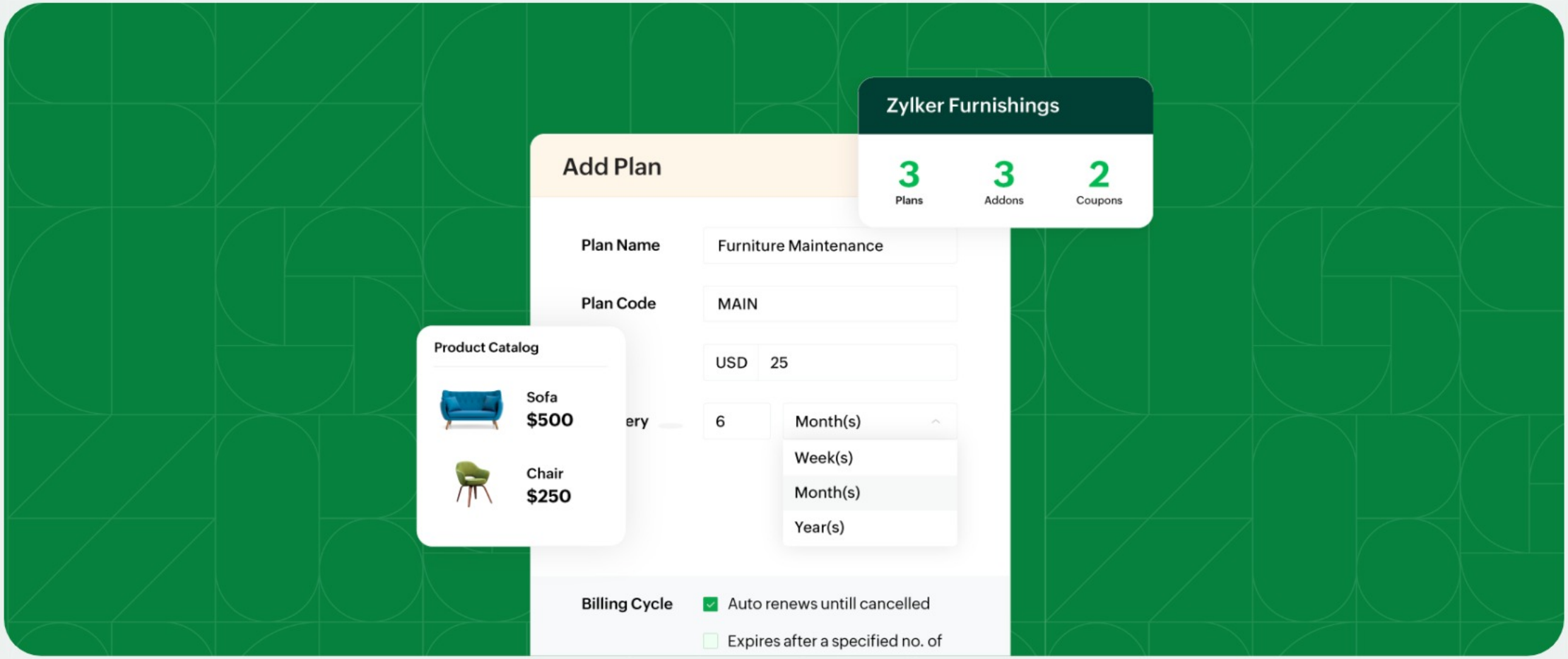
1.3. Varied pricing plans

Add and manage multiple pricing plans for your product or service.



1.4. Discount management

Create one-time, unlimited, or time-defined coupons to provide discounts and special offers to customers.



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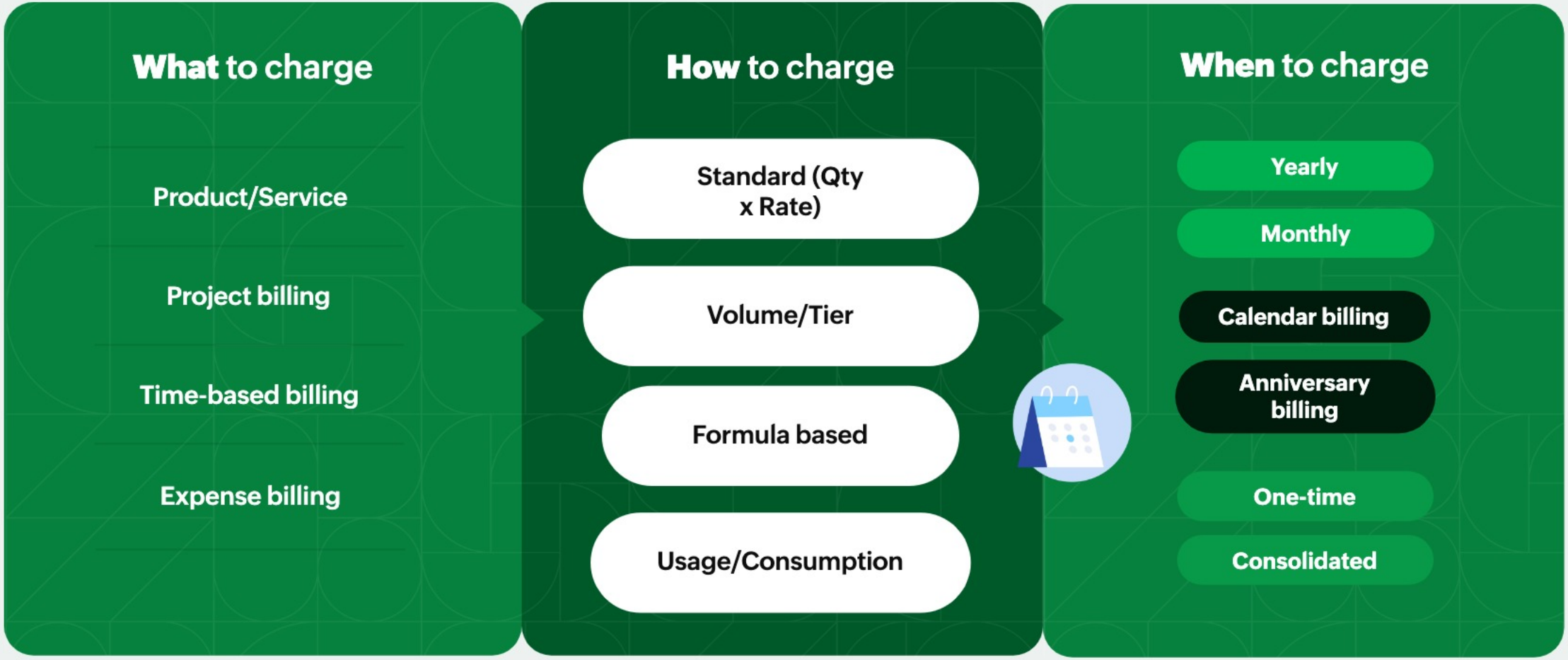
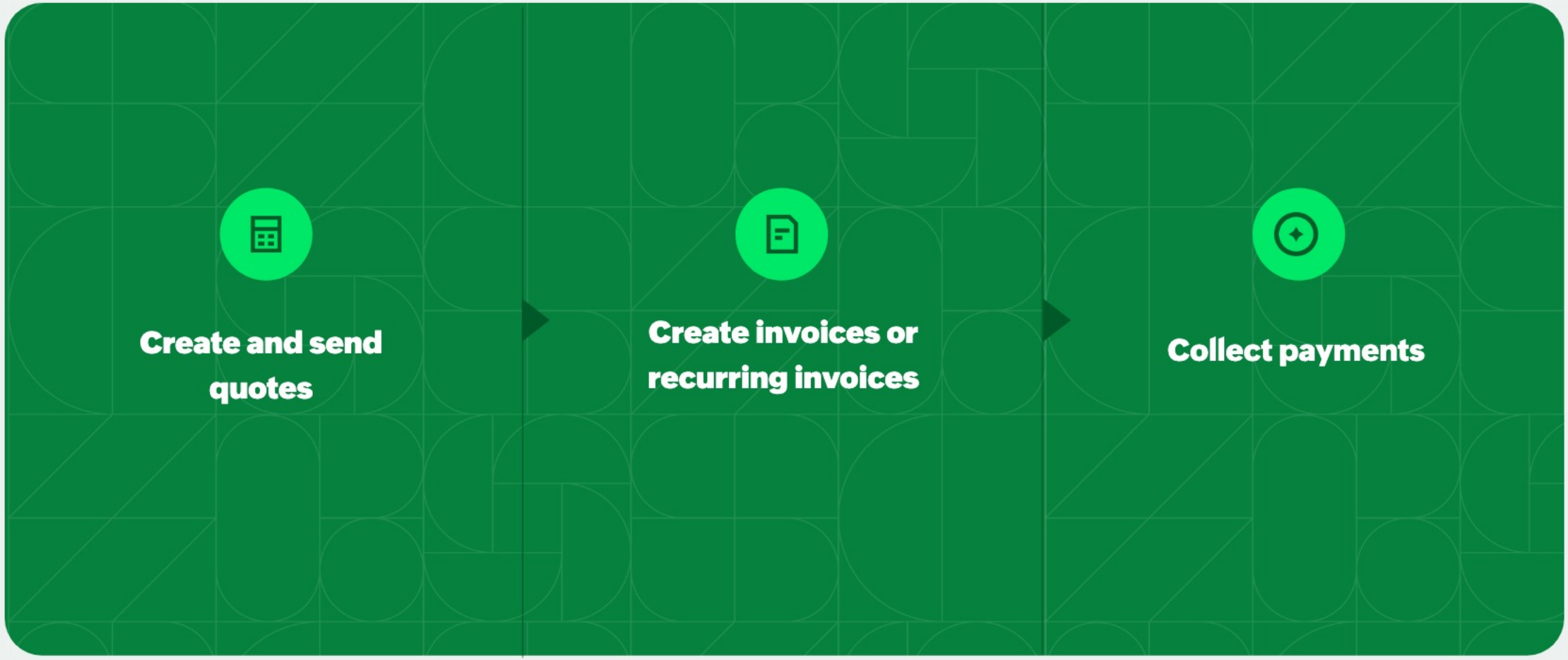
2.1. Efficient billing management

Manage billing operations with complete flexibility in monetizing offerings.



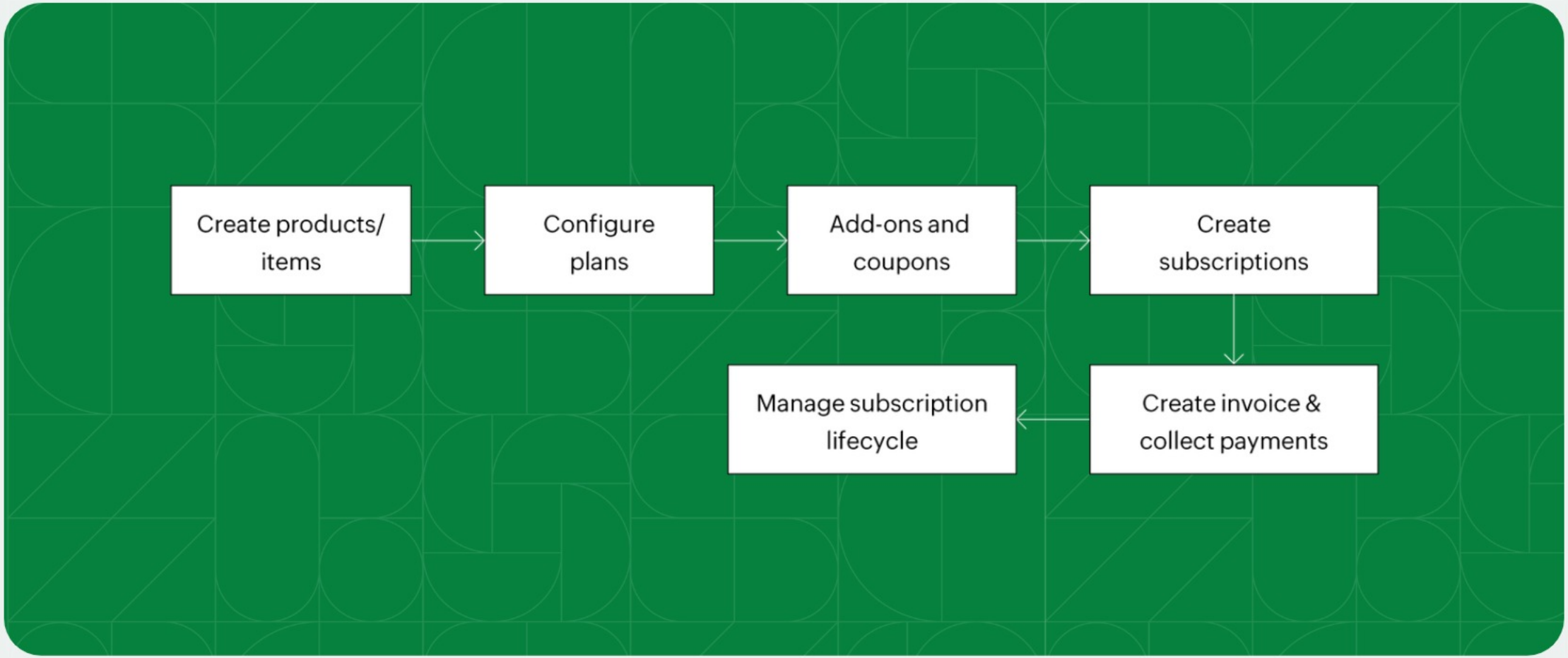
2.2. One-time and recurring billing

Generate professional invoices for one-time products or services. Set up automated recurring billing for subscription-based businesses.



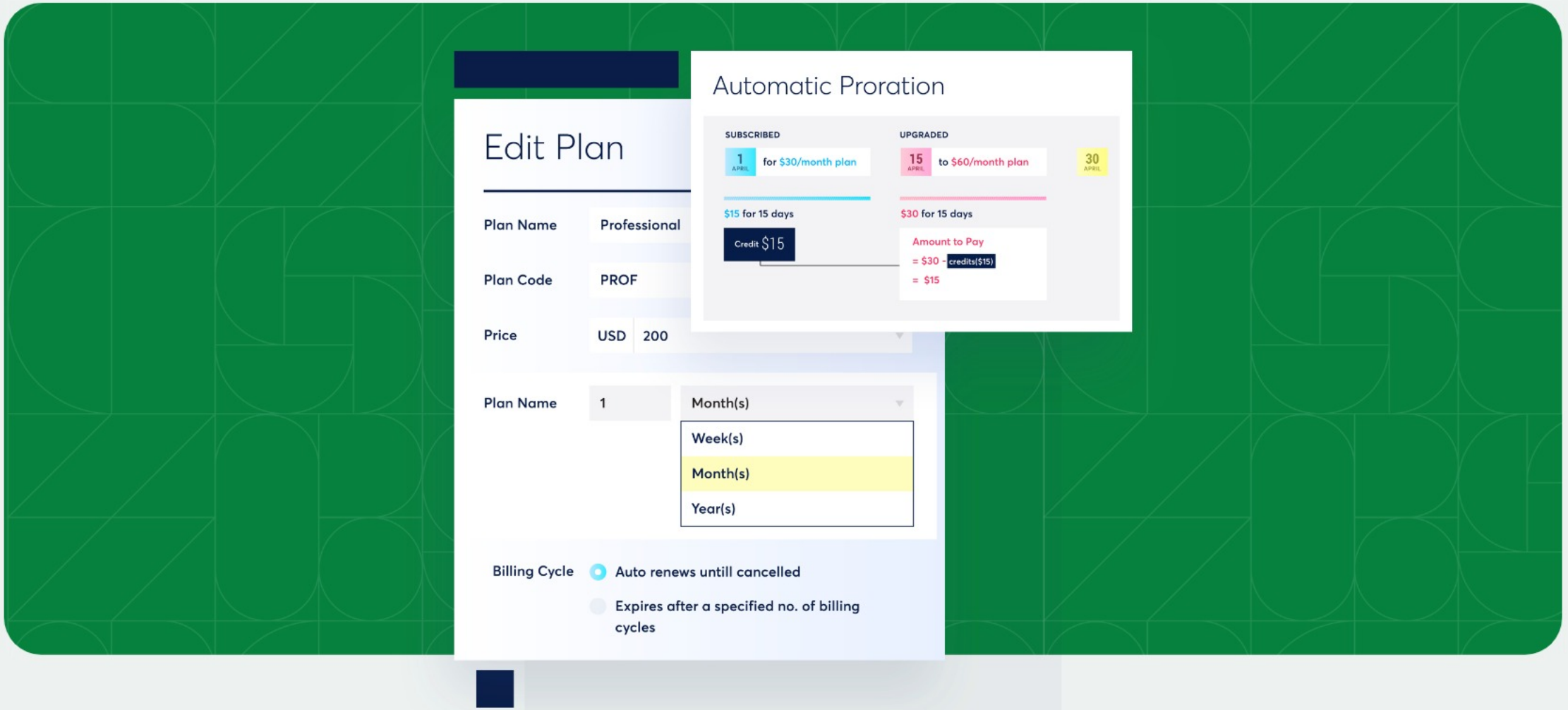
2.3. Subscription billing

Regulate the process by any subscription change such as an upgrade, downgrade, renewal, suspension, and more.



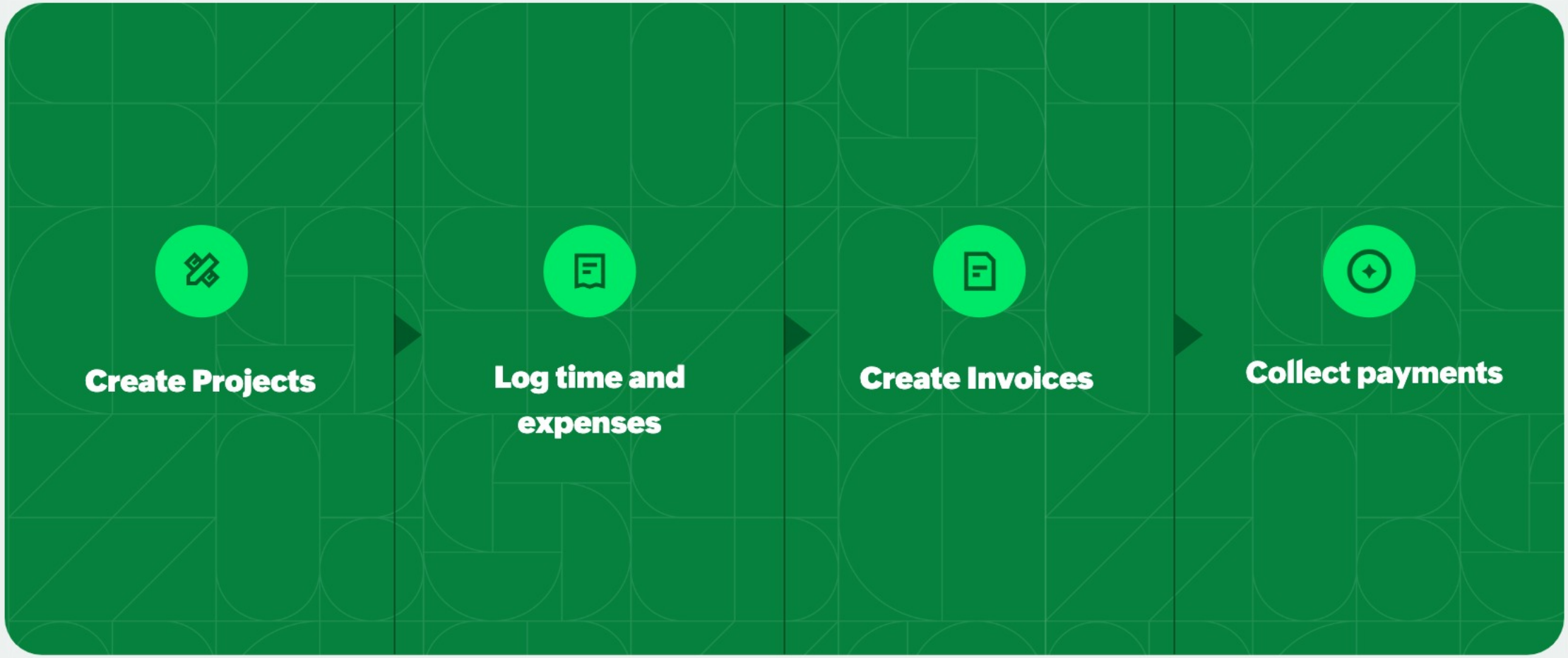
2.3. Subscription billing

Automate proration and bill clients based on their prorated usage.



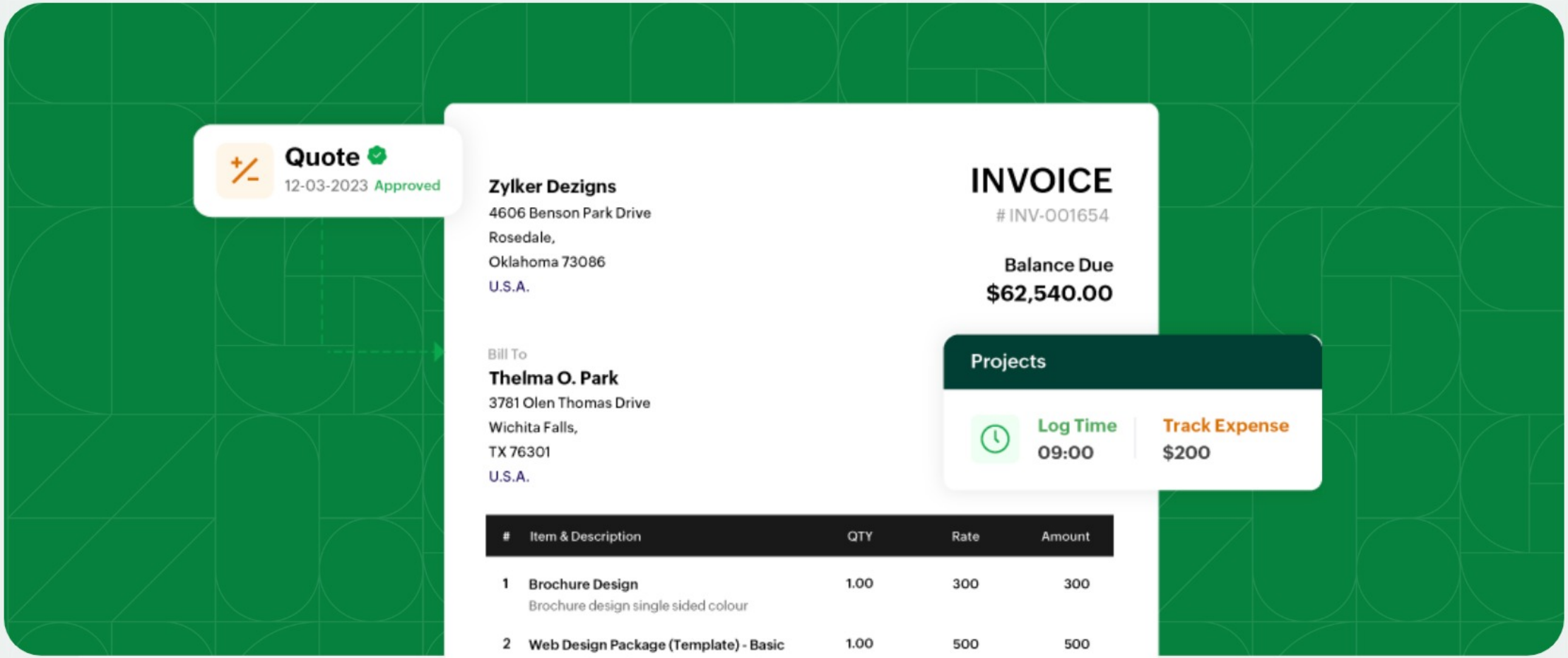
2.4. Project billing

Invoice clients based on the work completed or milestones achieved in a specific project.



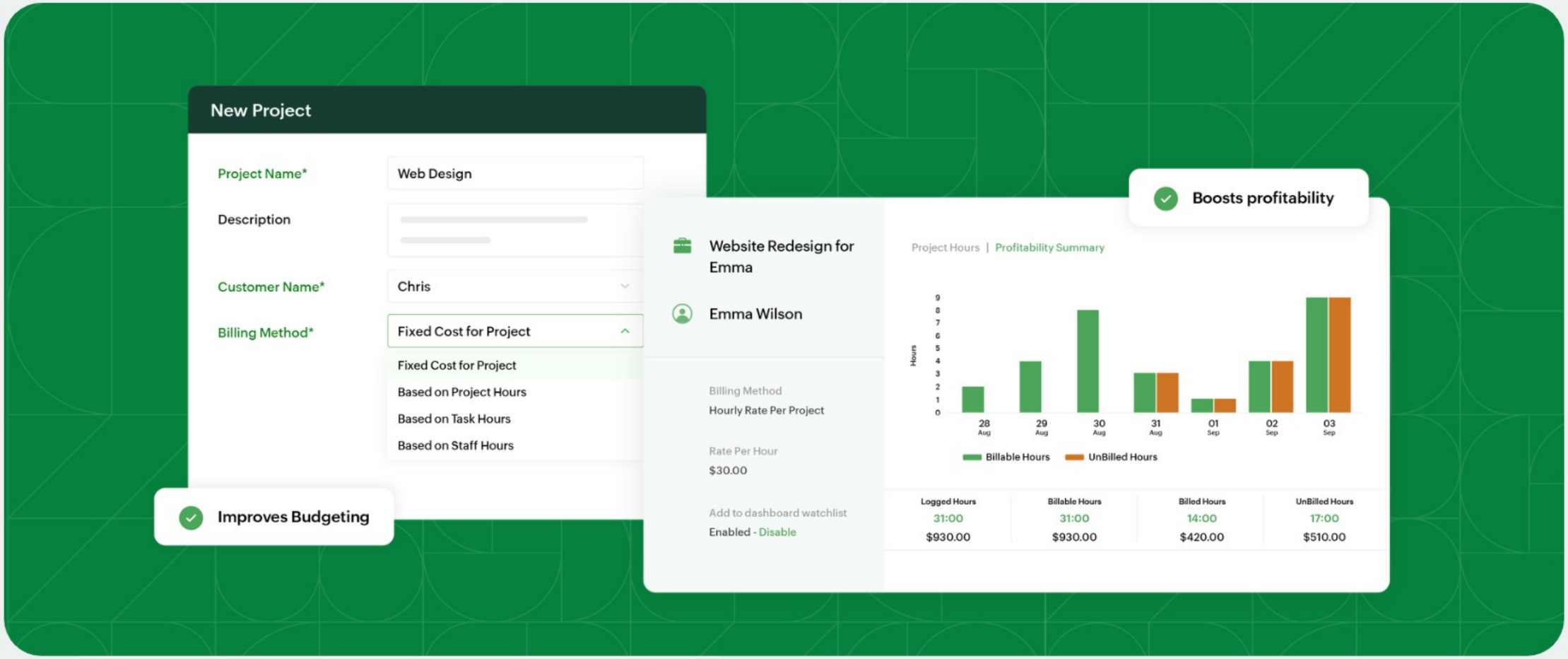
2.4. Project billing

Create and manage projects, track time, and bill customers accurately.



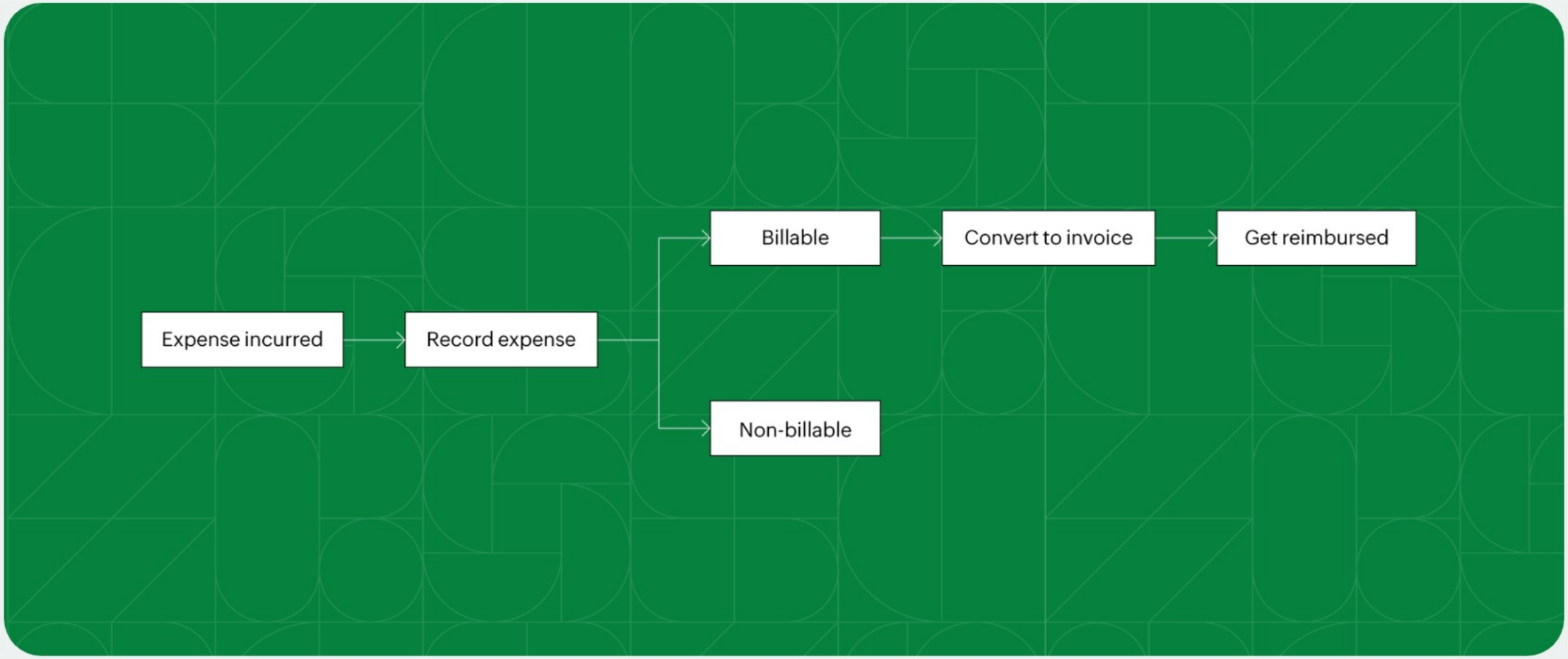
2.4. Project billing

Track time with ease and raise invoices for billable expenses.



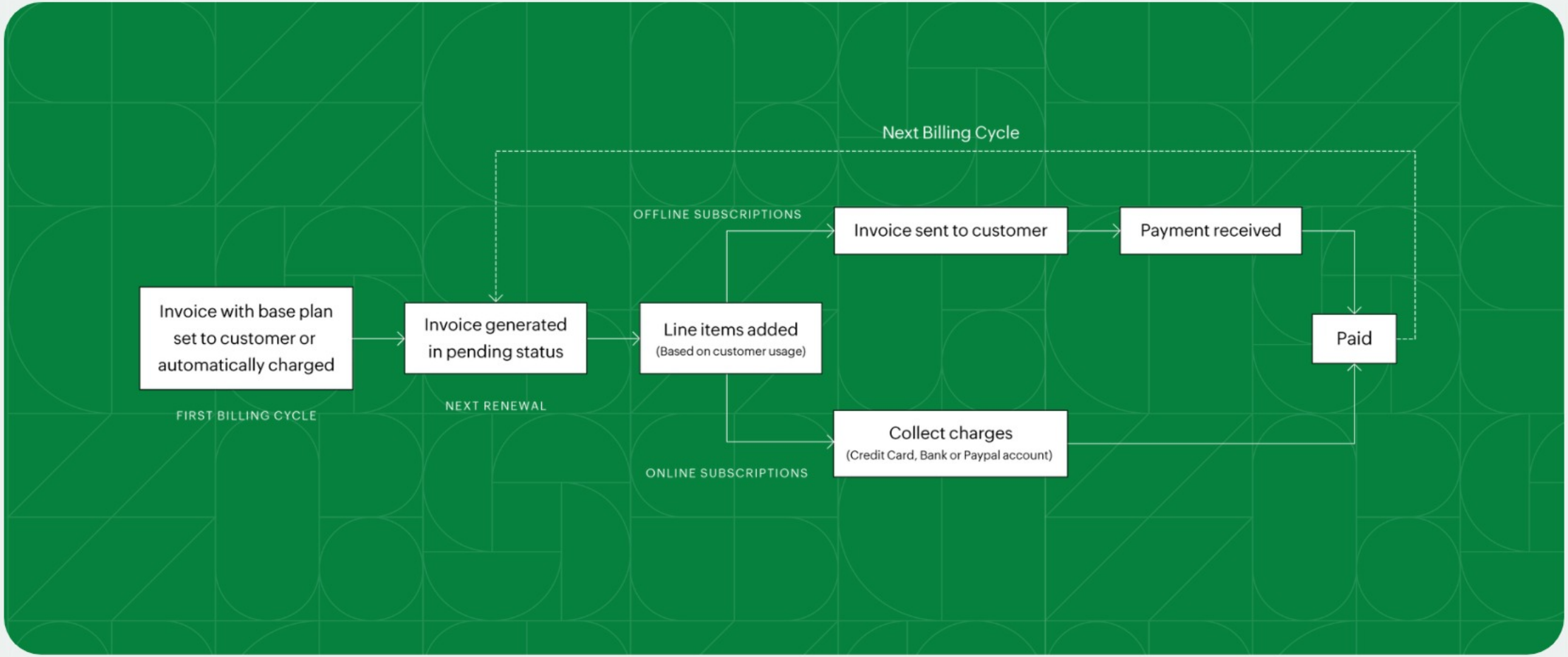
2.5. Expense billing

Categorize and track your reimbursable expenses and bill them to your clients.



2.6. Metered billing

Charge customers based on their actual usage of a product or service.



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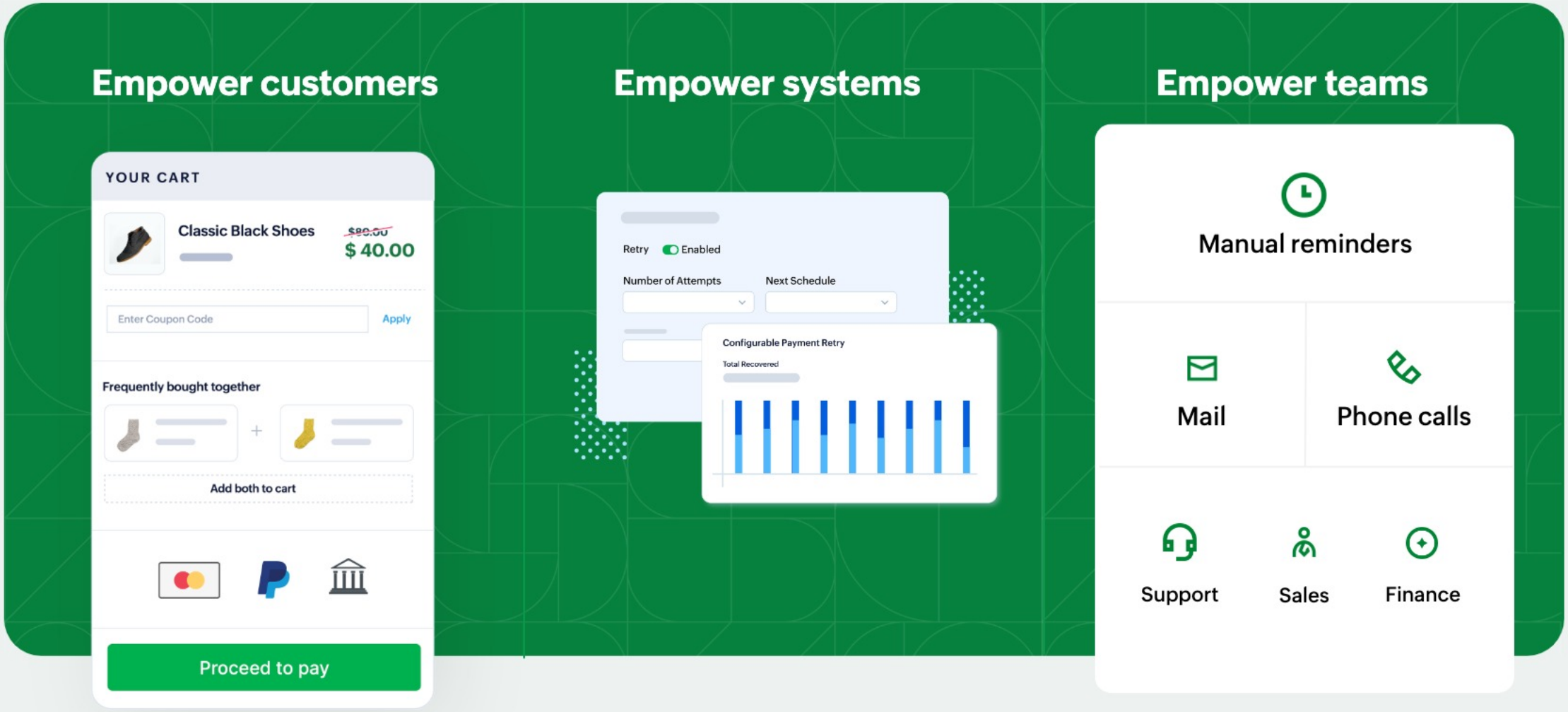
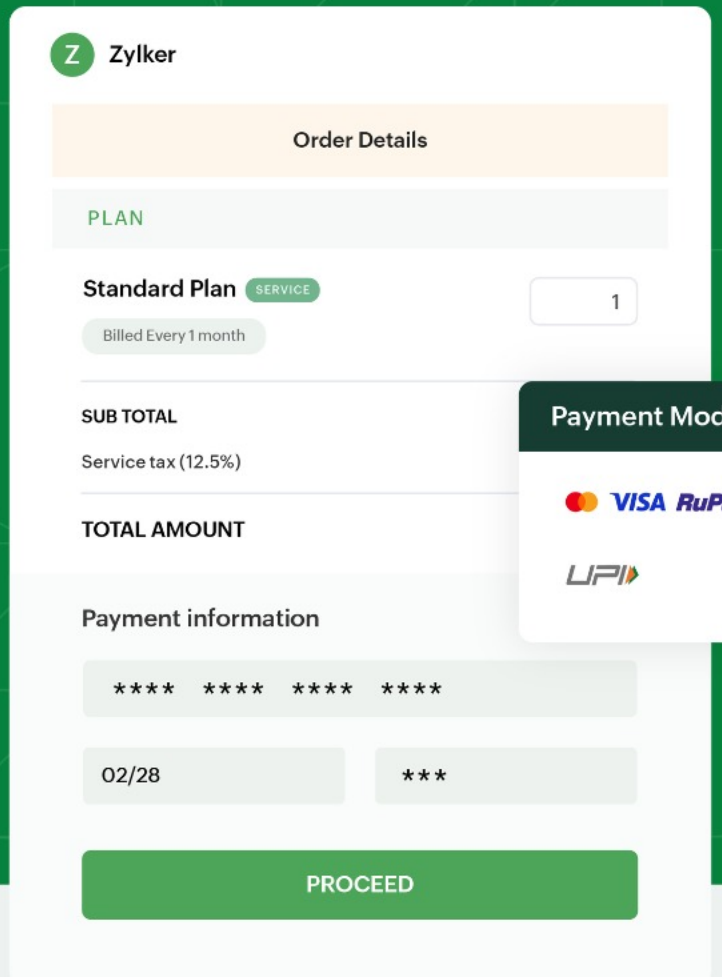
3.1. Convenient payment handling

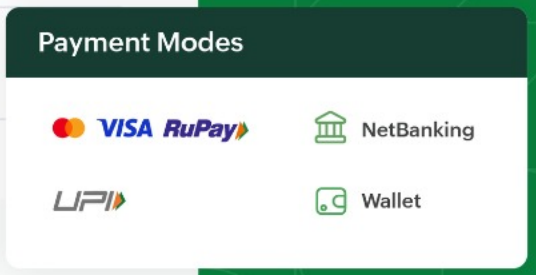
Offer customers a frictionless payment experience while empowering teams with insights to increase customer retention and cash flow.



3.2. Payment gateways and modes

Accept payments from all over the world using 10+ different payment gateways. Offer payment flexibility with multiple options.



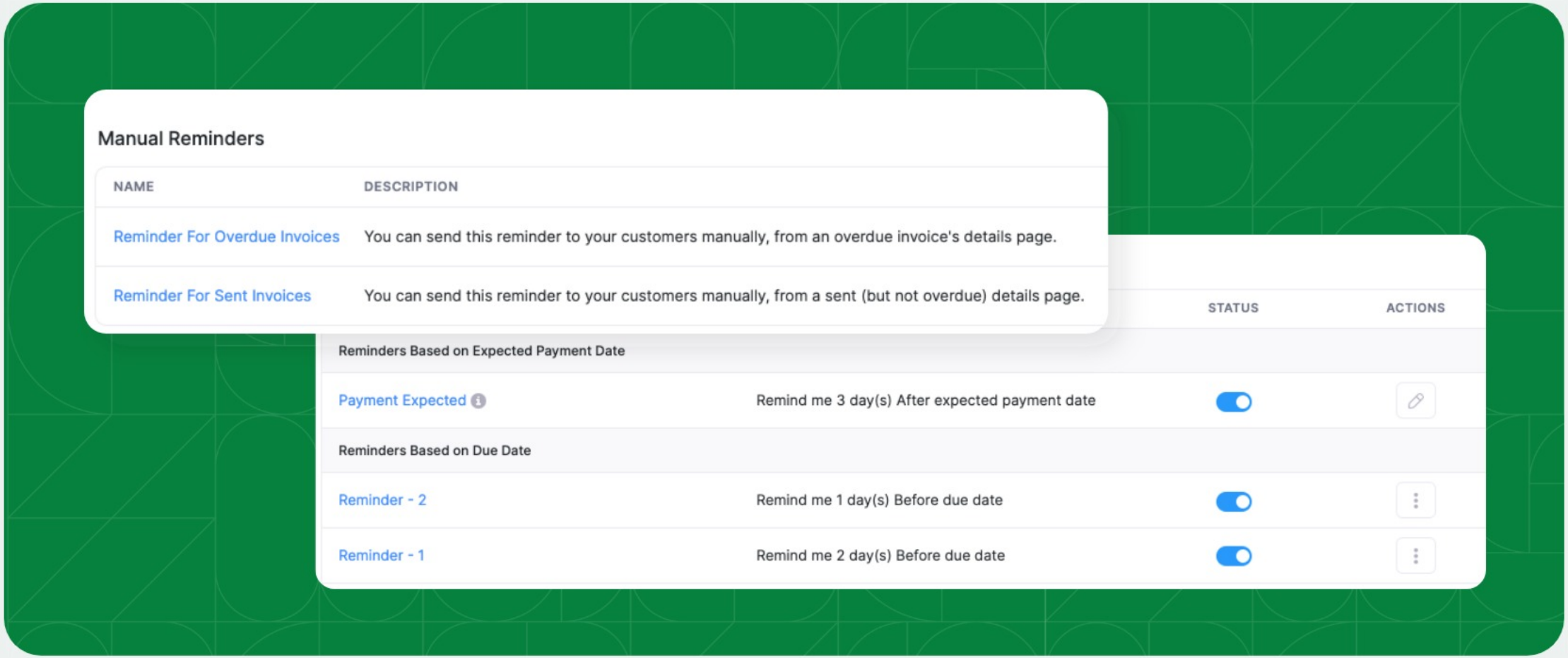


Customers can pay with **credit cards, debit cards, online banking, and ACH.**

Stripe, Authorize.Net, WePay, PayPal, 2 Checkout, PayTM, Razorpay

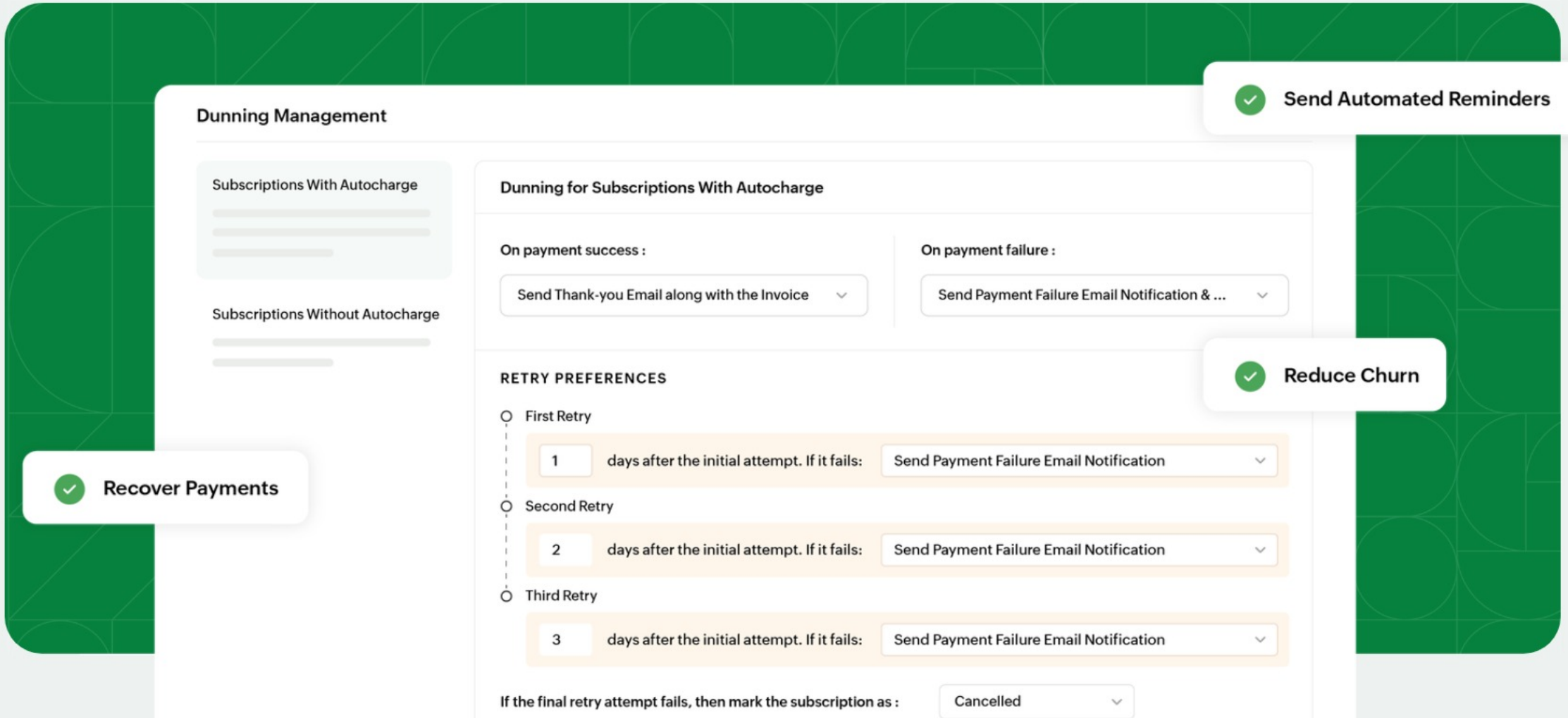
3.3. Payment reminders

Update customers about their subscription renewals and overdue invoices.



3.3. Dunning management

Automate payment retries and improve customer retention.



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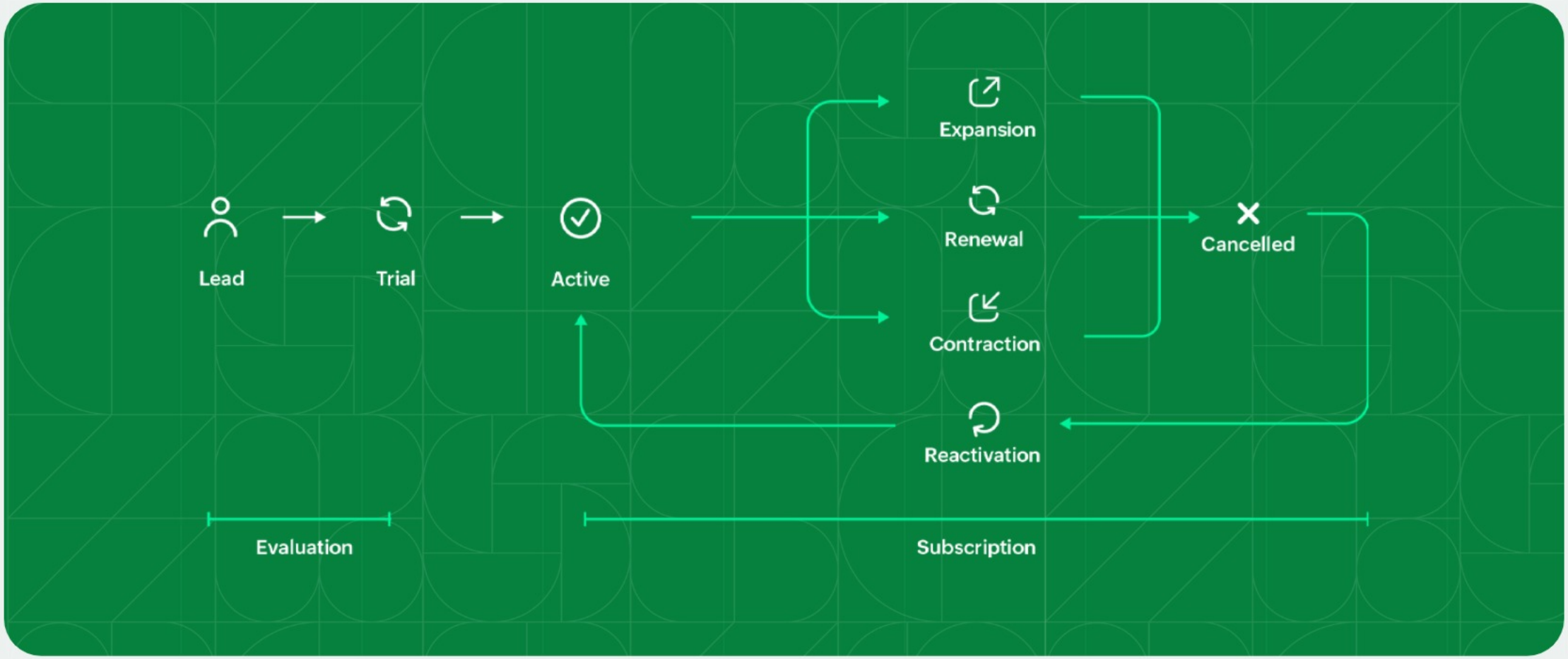
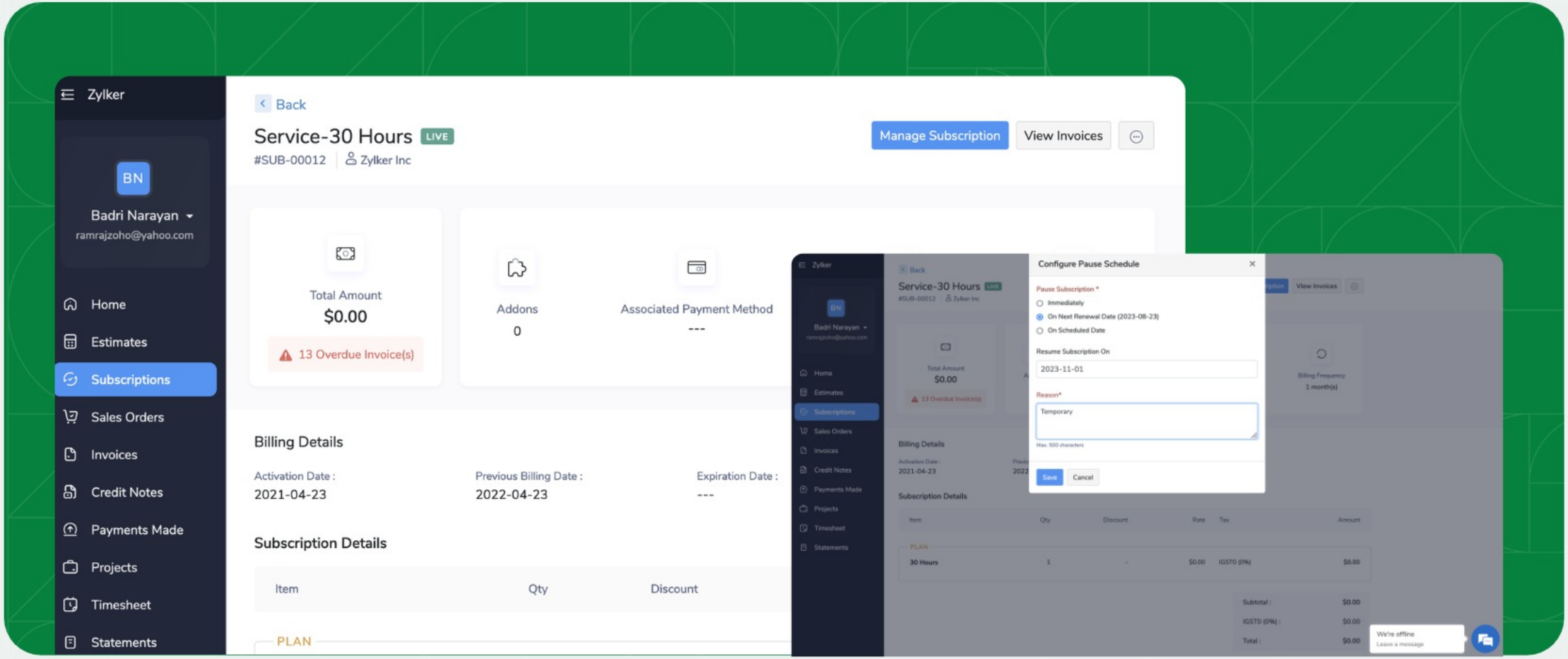
4.1. Customer lifecycle management

Streamline the subscriber lifecycle and trial management, and maximize conversions.



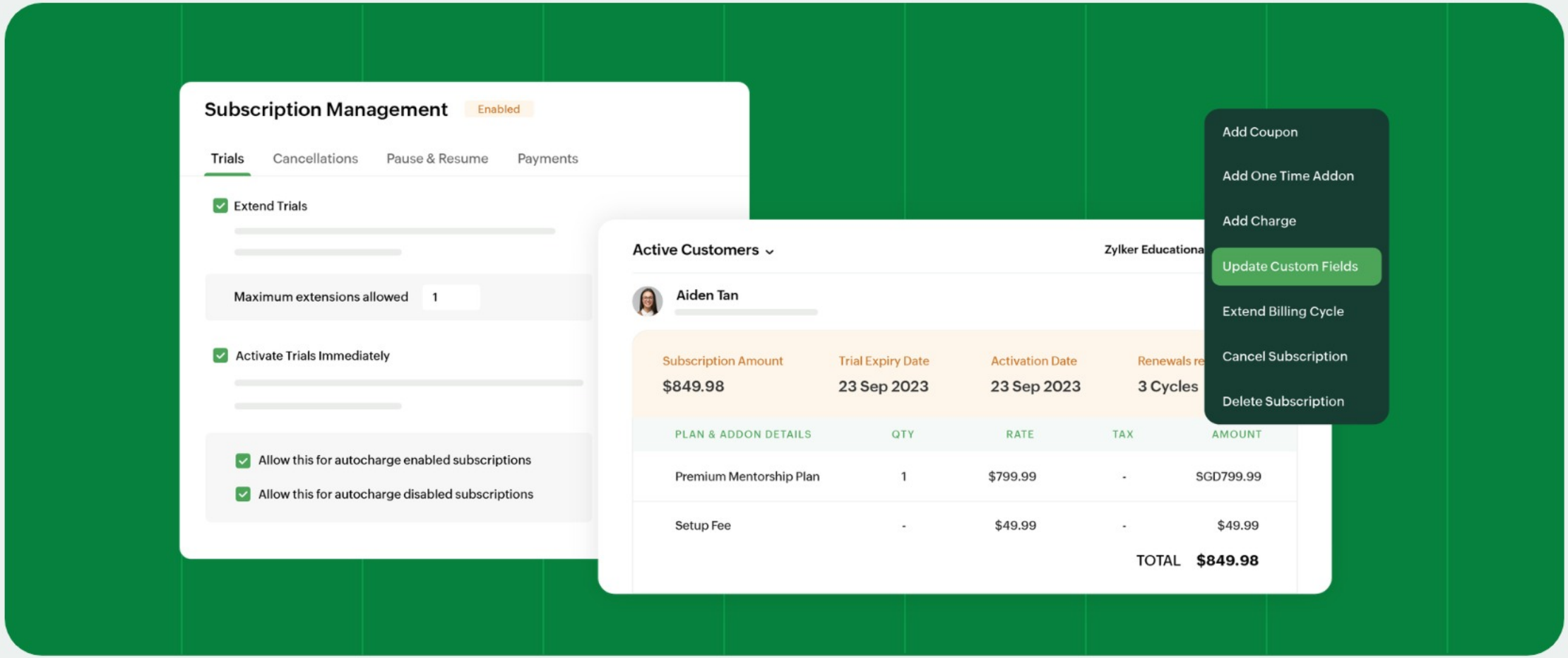
4.2. Subscription management

Create, modify, and extend subscriptions. Let customers pause subscriptions instead of canceling, and reduce voluntary churn.



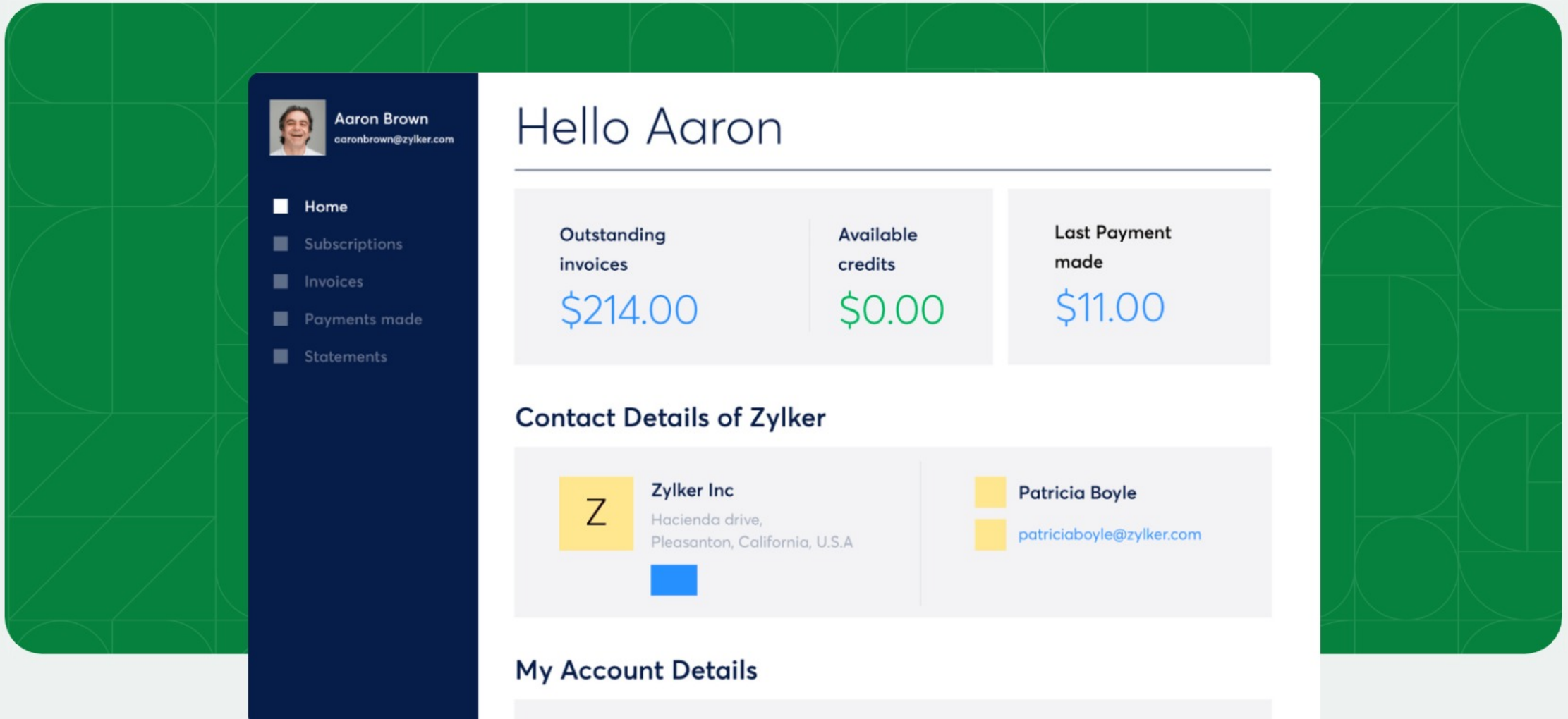
4.2. Subscription management

Offer free trials, personalize them, and make sure potential customers stay interested by sending automated reminder emails to boost conversions.



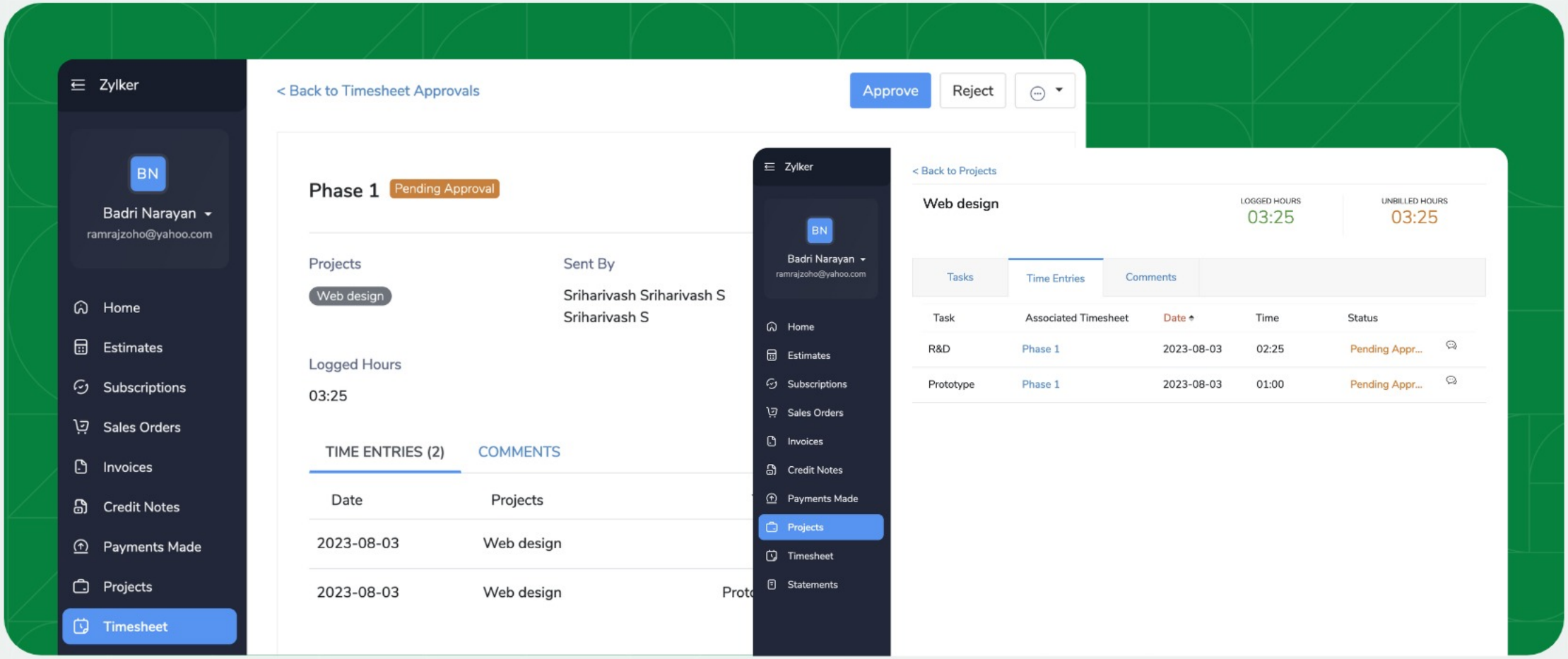
4.3. Customer portal

Offer customers a complete view of all their transactions.



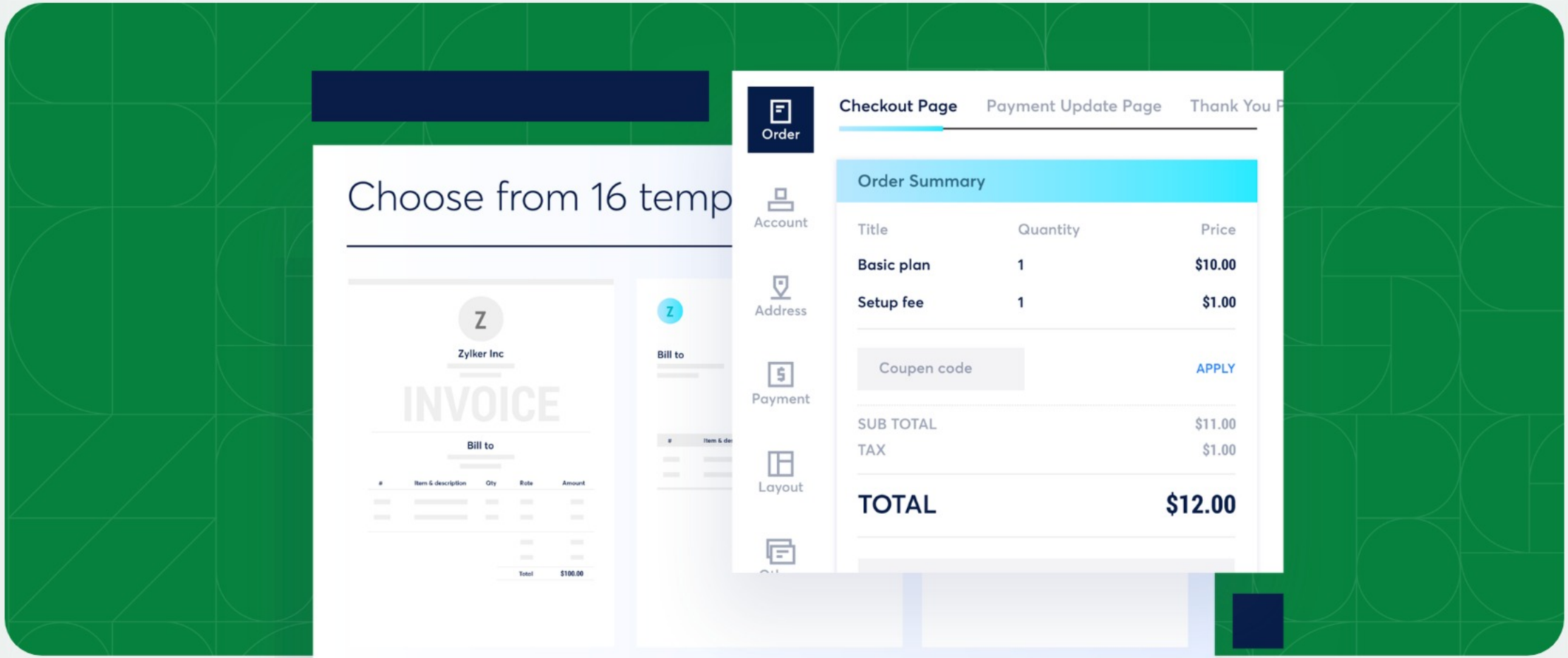
4.3. Customer portal

Access timesheets and projects from the portal.



4.4. Enhance customer experience

Choose from 15+ templates available and enhance every aspect—company logo, font, background, color, margin, and more.



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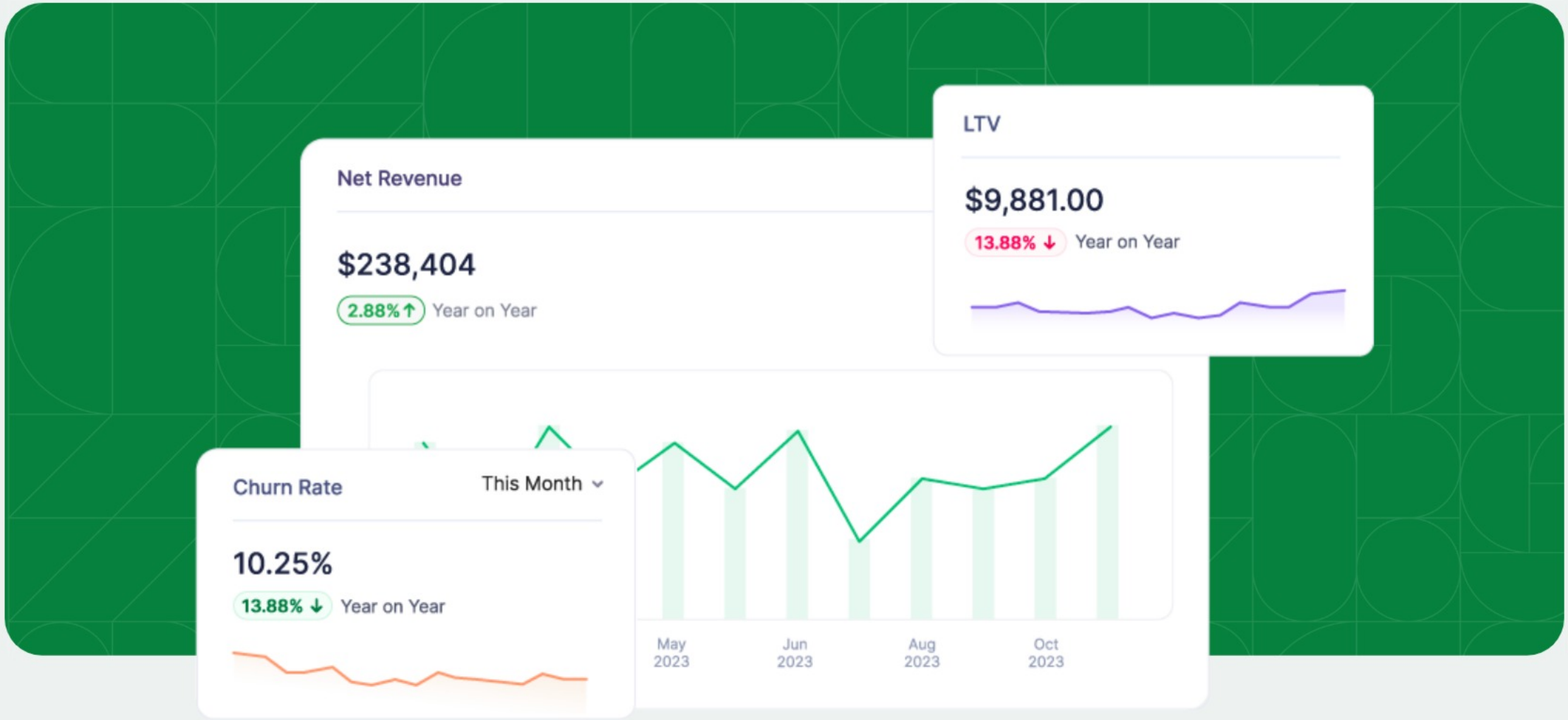
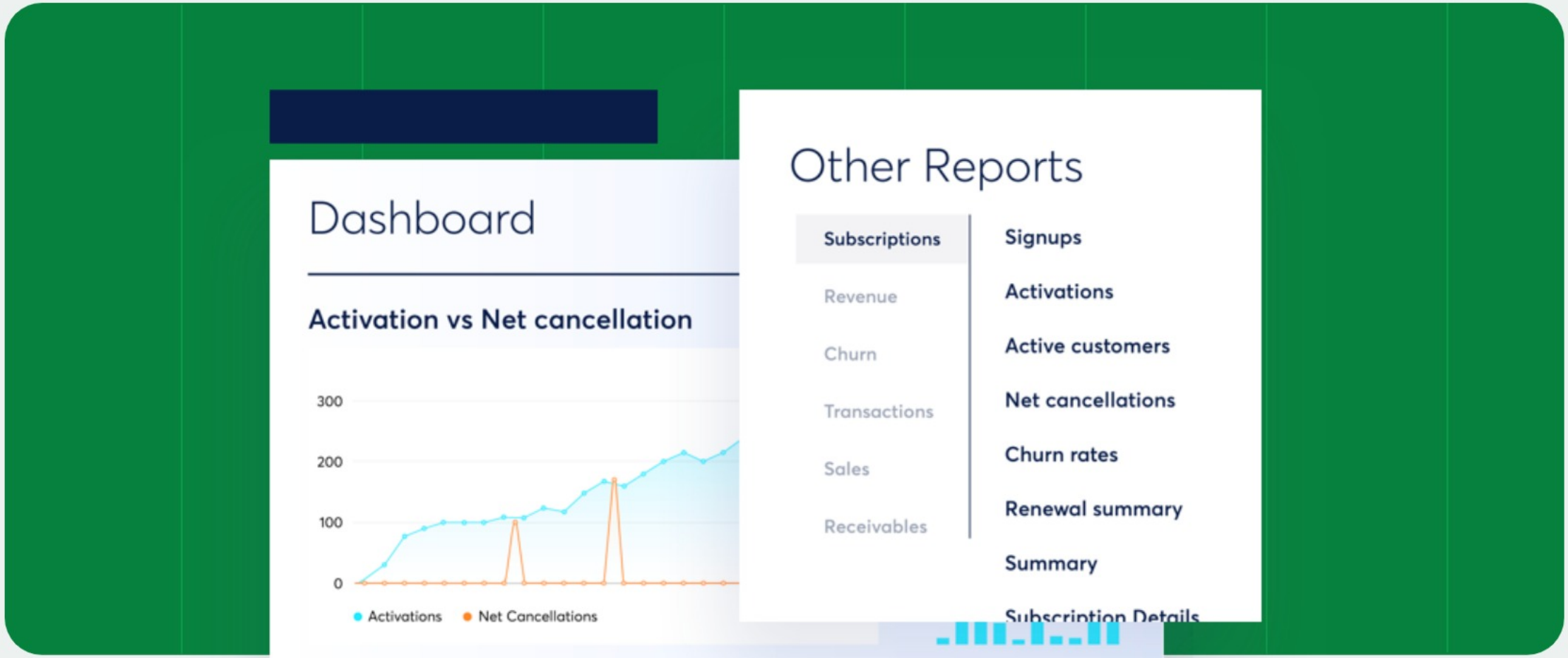
5.1. Reporting and analytics

Automatically recognize revenue, close books faster, and get real-time revenue analytics.



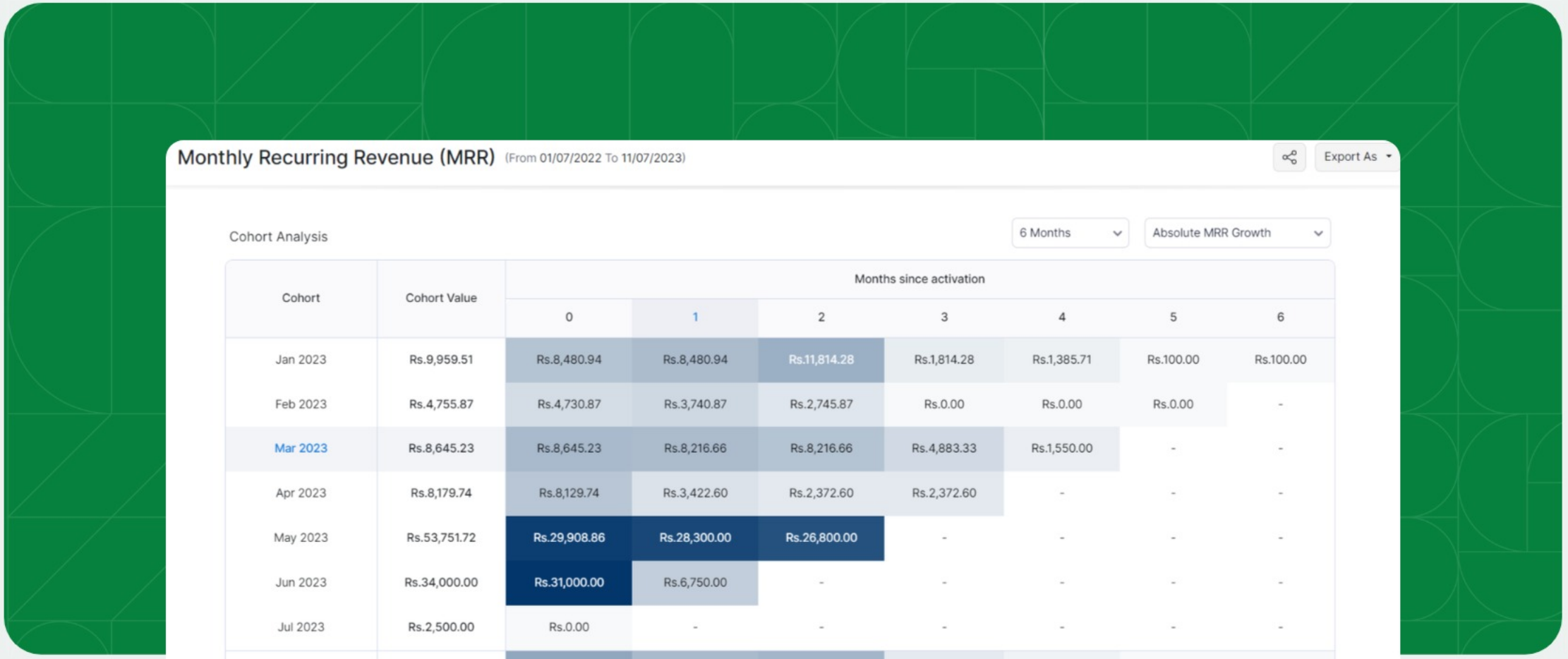
5.1. Reporting and analytics

Run intuitive AR reports and stay on top of your finances.



5.2. Cohort analysis

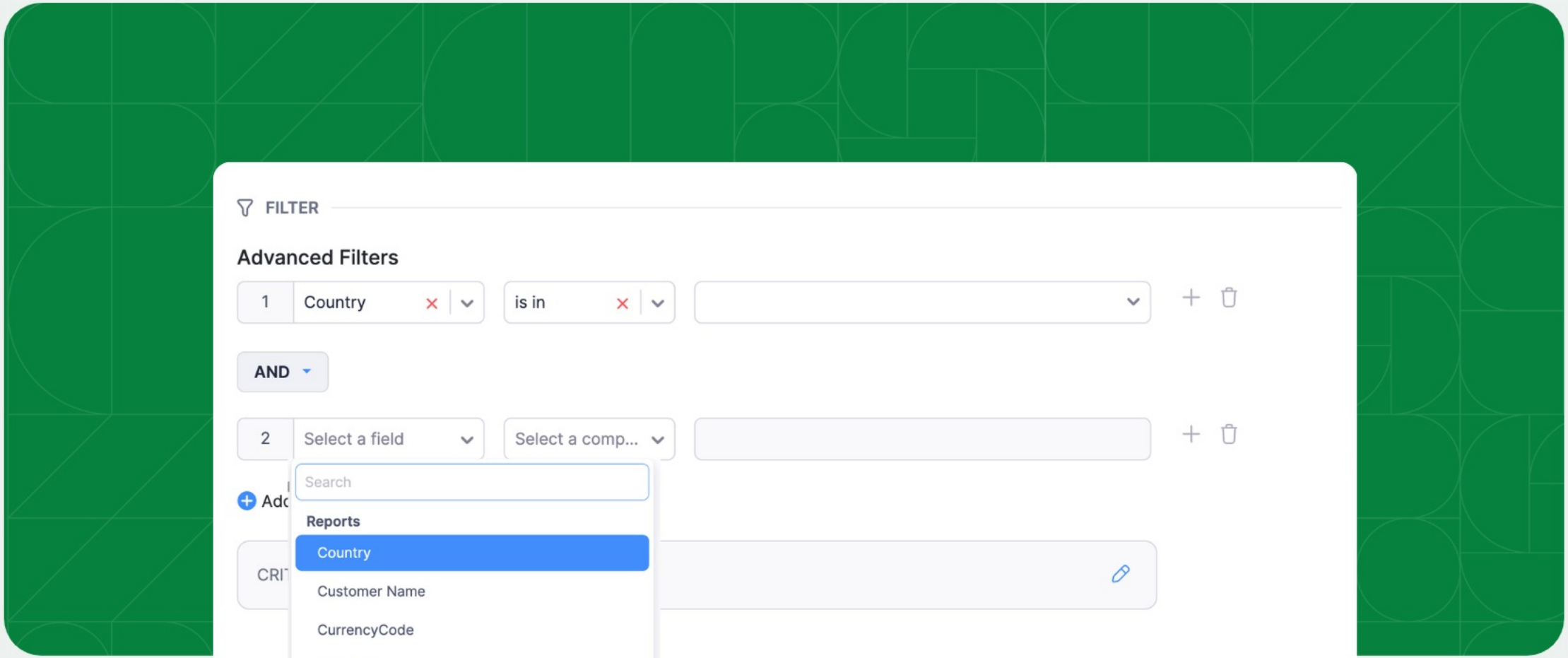
Understand customer preferences and improve retention.



Cohort	Cohort Value	Months since activation						
		0	1	2	3	4	5	6
Jan 2023	Rs.9,959.51	Rs.8,480.94	Rs.8,480.94	Rs.11,814.28	Rs.1,814.28	Rs.1,385.71	Rs.100.00	Rs.100.00
Feb 2023	Rs.4,755.87	Rs.4,730.87	Rs.3,740.87	Rs.2,745.87	Rs.0.00	Rs.0.00	Rs.0.00	-
Mar 2023	Rs.8,645.23	Rs.8,645.23	Rs.8,216.66	Rs.8,216.66	Rs.4,883.33	Rs.1,550.00	-	-
Apr 2023	Rs.8,179.74	Rs.8,129.74	Rs.3,422.60	Rs.2,372.60	Rs.2,372.60	-	-	-
May 2023	Rs.53,751.72	Rs.29,908.86	Rs.28,300.00	Rs.26,800.00	-	-	-	-
Jun 2023	Rs.34,000.00	Rs.31,000.00	Rs.6,750.00	-	-	-	-	-
Jul 2023	Rs.2,500.00	Rs.0.00	-	-	-	-	-	-
Average	Rs.17,398.87	Rs.12,985.09	Rs.9,818.51	Rs.10,389.88	Rs.2,267.55	Rs.978.57	Rs.50.00	Rs.100.00

5.3. Advance report segmentation

Filter your reports and get the exact data you need.



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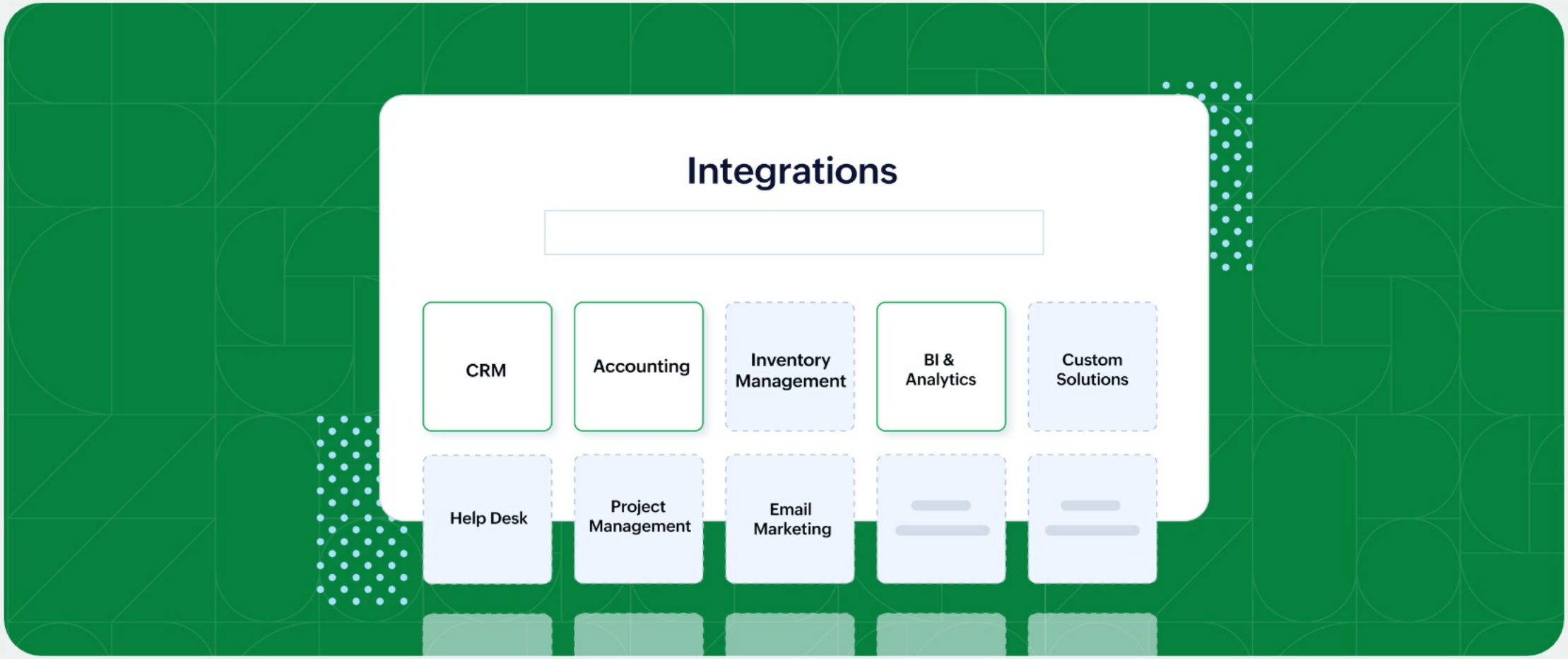
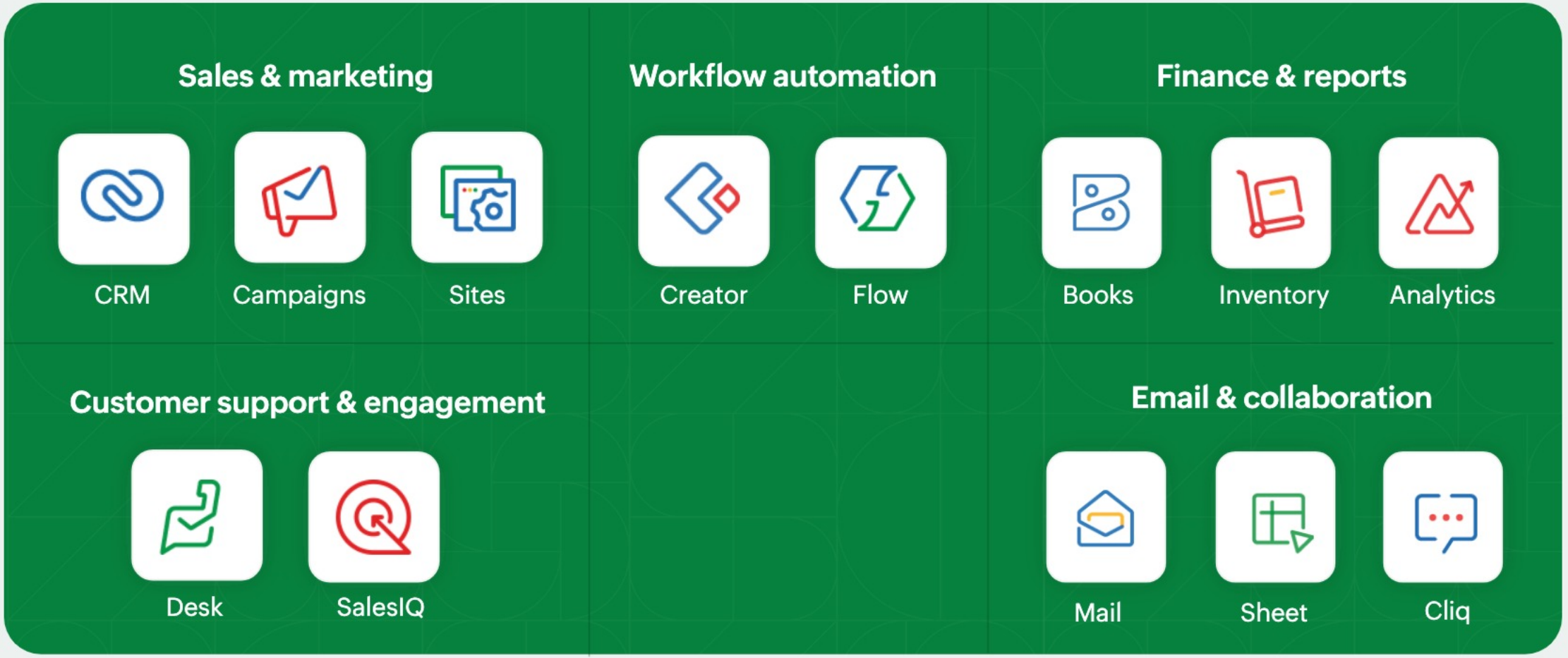
6.1. Integrations

Integrate with any application easily to enable teams to work together, reduce mundane tasks, and get contextual insights.



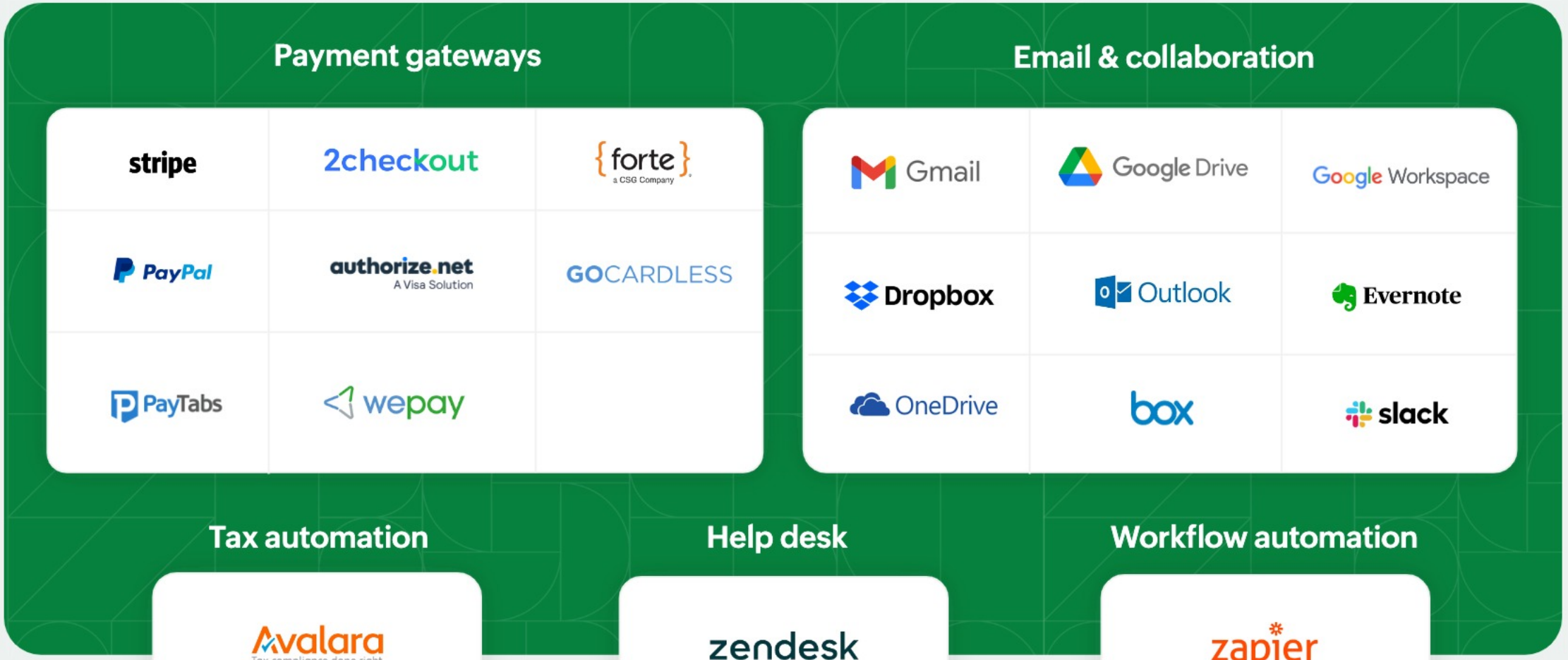
6.2. Key differentiators

Integrated suite of Zoho apps



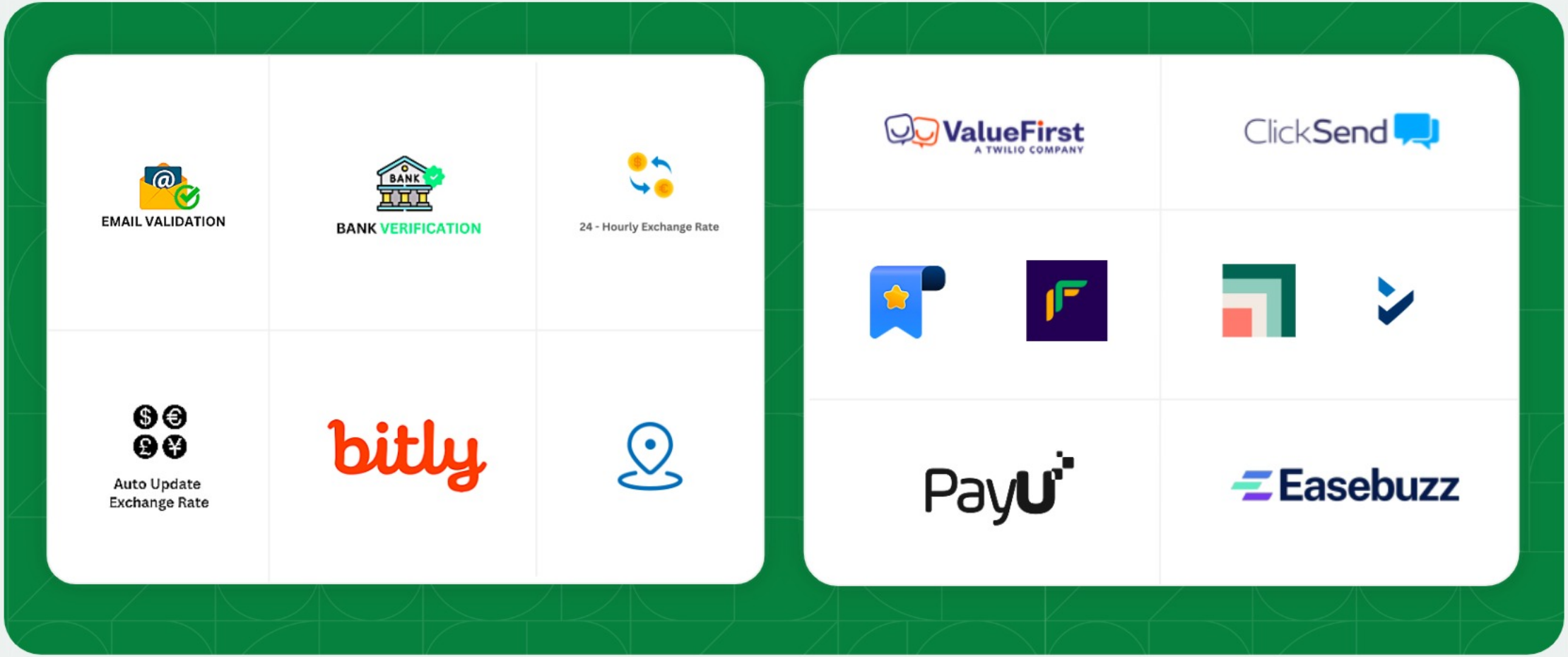
6.2. Key differentiators

Growing ecosystem of third-party applications



6.3. Marketplace plugins

Add extended functionalities to Zoho Billing with 40+ plugins



Privacy & compliance

Customer reviews

Gilles Groven, Product Manager

UENI

"We operate in 10+ countries spread across four continents. Zoho Billing takes care of managing our recurring billing so seamlessly that we no longer consider billing a challenge while expanding to new markets! "

Brock Andersen, Managing Partner,
Independent Contractor Tax Advisors

" We use Zoho Billing to manage the invoicing and payment processing end of our business. Zoho Billing and Zoho Books integrates seamlessly and it allows us to focus on delivering services to our clients instead of managing billing headaches. I've also had great experience with their support and I recommend it to anyone considering their options."

Thank you.