Checklist: Salesforce Billing

10 Ways to Put More Cash in Quote-to-Cash.

Chargent
by AppFrontier

1. Improve Your Invoice Process

☐ Salesforce Billing digitally compiles costs and generates invoices automatically, reducing the work of your sales and billing teams to manually validate invoices. This eliminates invoice errors and gives time back to your team.

☐ Once you are comfortable with invoice accuracy, you can move on to enabling invoices to be automatically paid.

2. Automate Payments

☐ Salesforce Billing lets you manually collect and allocate payments against posted invoices, but you can also automate payments. Save time by allowing your customer payments to be captured and applied automatically.

☐ **Chargent for Salesforce Billing** seamlessly connects Salesforce Billing to your payment gateway, enabling digital payments in scheduled payment runs, instant payment allocations, and more.

3. Add Digital Payments

☐ If you are still getting paid with paper checks or wire transfers, adding digital payment capabilities (credit card, debit card, and ACH payments) can really speed things up – and many customers prefer them as well.

☐ Chargent for Salesforce Billing allows you to quickly connect to the payment gateway you have chosen, and process payments instantly.

4. Connect your Existing Merchant Account

☐ When you are trying to add payments to Salesforce Billing, changing to a new payment processor or merchant account can be a big risk – if your finance team even approves going through underwriting and changing merchant account relationships.

☐ Chargent for Salesforce Billing already connects to 30 different **payment gateways**, so you don't need to change your payments relationship.

5. Securely Store Payment Methods

☐ Your team can choose to use a saved payment method in Salesforce Billing, or enter fresh payment details on behalf of your customer. You get paid faster, and customers like the convenience of having invoices billed to the card on file.

☐ Salesforce Billing makes it easy to securely store **tokens** from your payment gateway that correspond to payment methods, right in Salesforce for future use.

6. Automate Revenue Recognition

☐ Salesforce Billing uses several objects to manage the revenue recognition system. Once you define these objects and their relationships, and begin capturing payments automatically, you can automate much of the revenue recognition process.

☐ Closing the loop on the cash part of Quote-to-Cash can help improve other parts of the AR process beyond just your payments.

7. Reduce PCI Compliance Scope

☐ If your business experiences a data breach and you're not **PCI compliant**, you may be on the hook for thousands of dollars in fees and run the risk of losing your merchant account – which means you won't be able to process credit card payments.

☐ Chargent for Salesforce Billing securely tokenizes payment details, while never saving card numbers to Salesforce, making it easier for you to maintain PCI Compliance.

8. Add ACH / Direct Debit

☐ Using bank transfers can reduce your transaction fees to a fraction of card fees. And many of your customers may prefer this method of payment over credit cards or paper checks.

☐ Chargent for Salesforce Billing supports bank transfers through many payment gateways, in many countries.

9. Review Finance Periods Regularly

☐ Salesforce Billing allows you to create, manage, and close your business' Finance Periods. These need to close at least once a year, though most businesses close them monthly for easier bank statement reconciliation, and invoice status updates.

☐ Chargent improves your monthly reconciliation process by shifting many payments to digital transactions, for less manual processing.

10. Improve Refund Handling

☐ Refunds aren't a favorite subject in AR teams. So when you do need to give a refund, make it a great experience for your customers, and eliminate the hassles of paper checks or convoluted processes for your billing team at the same time.

☐ Chargent for Salesforce Billing enables you to quickly process refunds to the credit card or bank account on file, all digitally.

WANT HELP CHECKING OFF THIS LIST?

We're always here to help!

Questions: Sales@AppFrontier.com