

NEC

CASE STUDY

OneBill streamlined the payment collection process, multi-level partner management, and reseller commissioning of NEC.



AT A GLANCE

Challenges

- Manual Billing
- Support their GTM strategy
- Stakeholder management
- Manual commission calculations.

Benefits

- Automated Billing
- Payment Collections
- Enhanced Partner Management
- Real-time Commissioning



OneBill performs consistently well and has also been able to meet some of our unique needs that no other vendor was able to achieve. OneBill have also proven time and again that they will go above and beyond for their customer. The service is truly exceptional!

Paul Matte

Director of Global Cloud Services
NEC Corporation

OBJECTIVES

NEC was looking for a platform and a partner that that could work on a global scale. NEC was launching a program that would allow their Distributors and Resellers to resell their services effectively. They were looking for a platform that would support their Go-To-Market Strategy for themselves and their Distributors as well as Resellers.

SOLUTIONS

OneBill Enterprise Version was offered to NEC to support their current and future business plans and growth. A few key features that minimized / eliminated the manual processes:

BENEFITS

- Multi-Level Partner Management allowed NEC to create Tiers – NEC – Distributors – Resellers – End Customer.
- OneBill's ability to support Single Sign On (SSO) enabled their partners to use one single channel to login and place orders.
- Robust REST APIs allowed NEC to place orders through APIs, thereby reducing manual intervention.
- Various Reports – Tax Reports, Reseller settlement reports, Agent Commission Reports generated OOB from the system.
- Payment reminders to Delinquent Customers, streamlining the payment collection process.