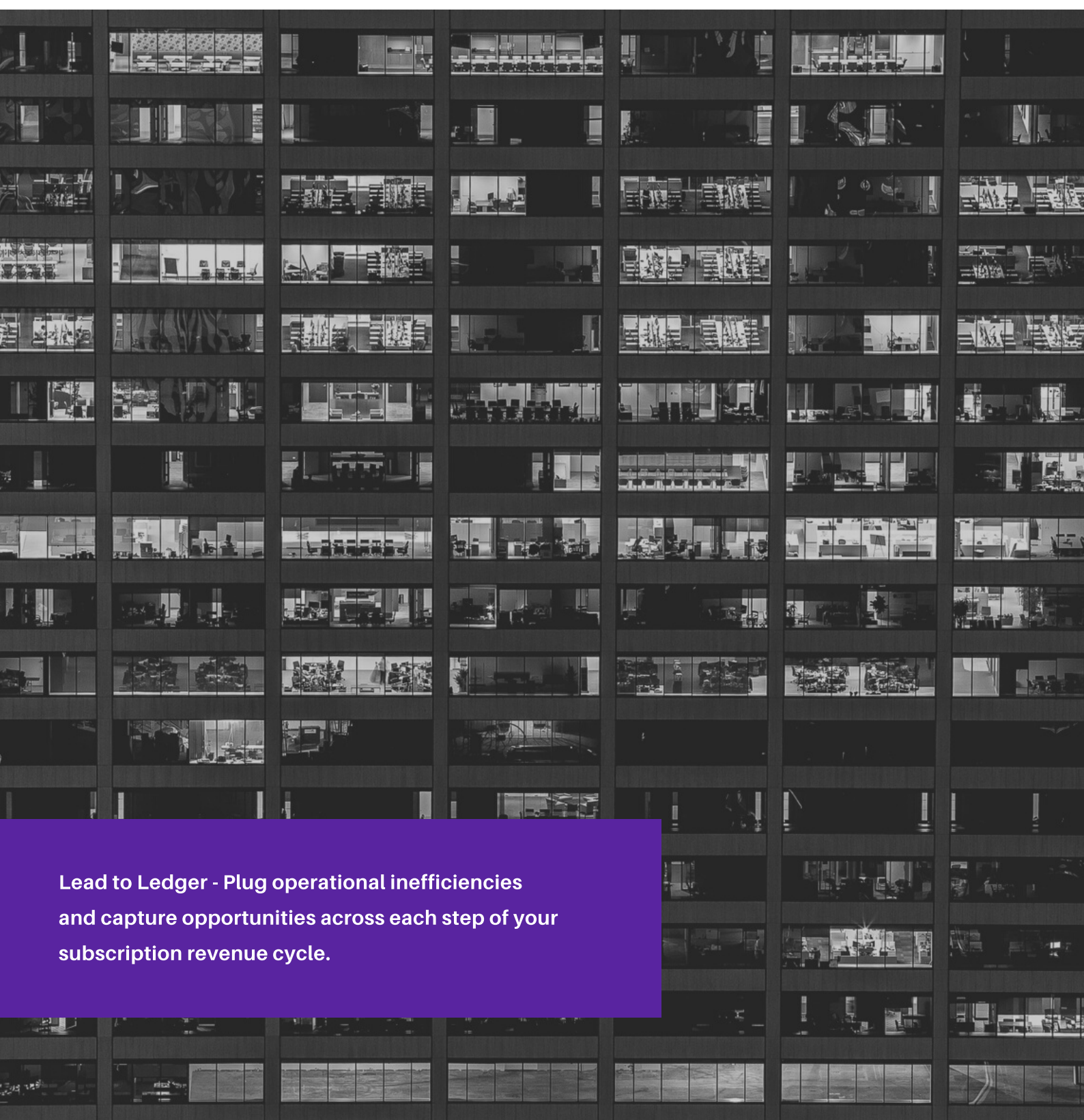




COMPARISON REPORT

Subscription Revenue Operations Suite



Lead to Ledger - Plug operational inefficiencies
and capture opportunities across each step of your
subscription revenue cycle.

Evaluation Guidelines of G2:

Grid Report:

Products shown on the Grid have received a minimum of 10 reviews/ratings in data gathered by September 04, 2019. Products are ranked by customer satisfaction (based on user reviews) and market presence (based on market share, vendor size, and social impact) and placed into four categories on the Grid.



Four categories on the Grid:

01

Products in the **Leader** quadrant are rated highly by G2 users and have substantial market presence scores.

02

High Performing products have high customer satisfaction scores and low market presence compared to the rest of the category.

03

Contender products have relatively low customer satisfaction scores and high market presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings.

04

Niche products have relatively low satisfaction scores and low market presence compared to the rest of the category. While they may have positive reviews, they do not have enough reviews to validate those ratings.

The Usability Score :

- Customer satisfaction with the ease of use
- Customer satisfaction with the ease of administration
- Customer responses to the “Meets Requirements” question on G2Crowd
- User adoption percentage
- The quantity and quality of reviews received on G2Crowd

The Implementation Score :

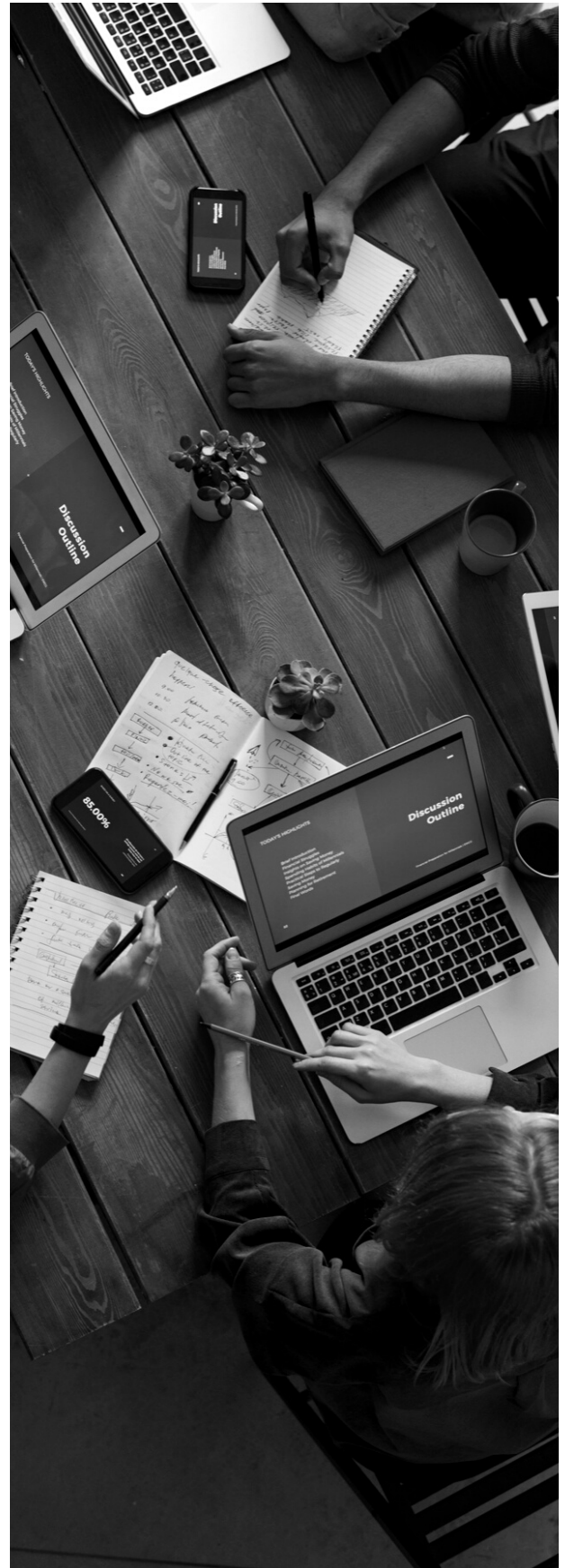
- Customer satisfaction with the set-up process
- Amount of time (in months) required for each product to go live
- User adoption percentage
- Implementation method used by customers
- The quantity and quality of reviews received on G2Crowd

The Relationship Score :

- Customer satisfaction with the ease of doing business
- Customer satisfaction with the quality of support
- Customer response to the "Likely to Recommend" question on G2Crowd
- The quantity and quality of reviews received on G2Crowd

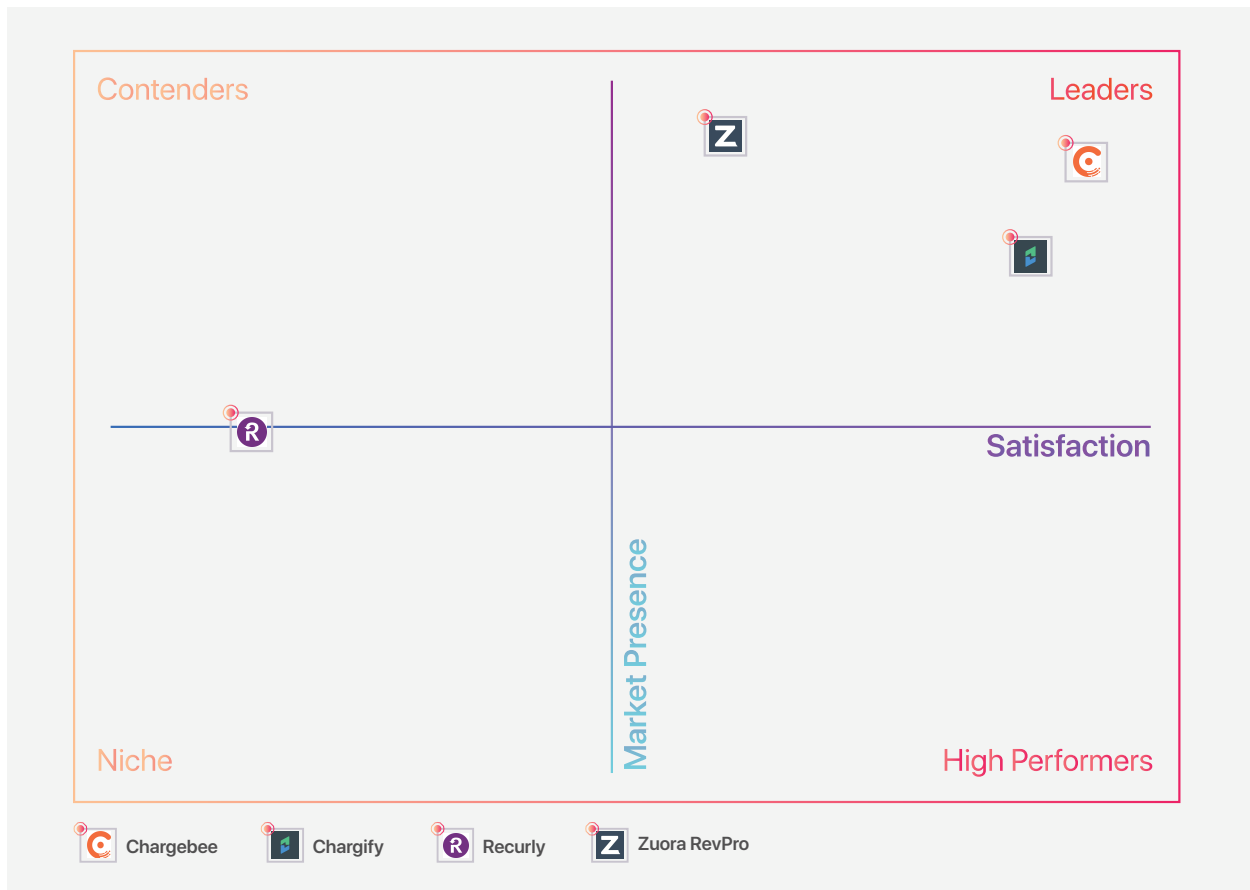
The Results Score :

- Customers' estimated ROI for the product
- Customers' reported time to go live with the product
- Customers' satisfaction with the product's ability to meet their requirements
- Customers' likelihood to recommend the product
- User adoption percentage
- The quantity and quality of reviews received on G2Crowd



Subscription Management:

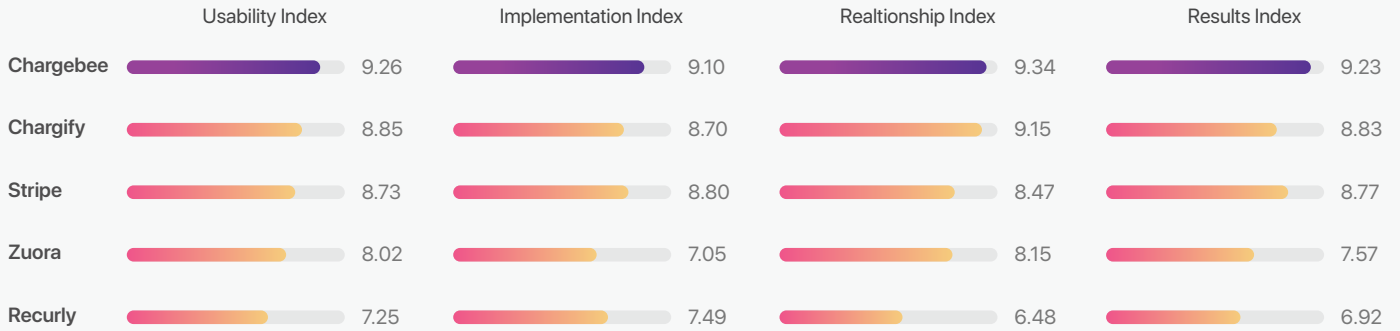
Subscription management software, or recurring billing and subscription billing, stores payment data and processing charges to automatically take care of recurring revenue like customer subscriptions. E-commerce businesses that want to retain customers and create brand loyalty turn to subscription management software to improve customer service. Subscription management software ensures that the right amount of money is being charged to the right person the accurate number of times a year.



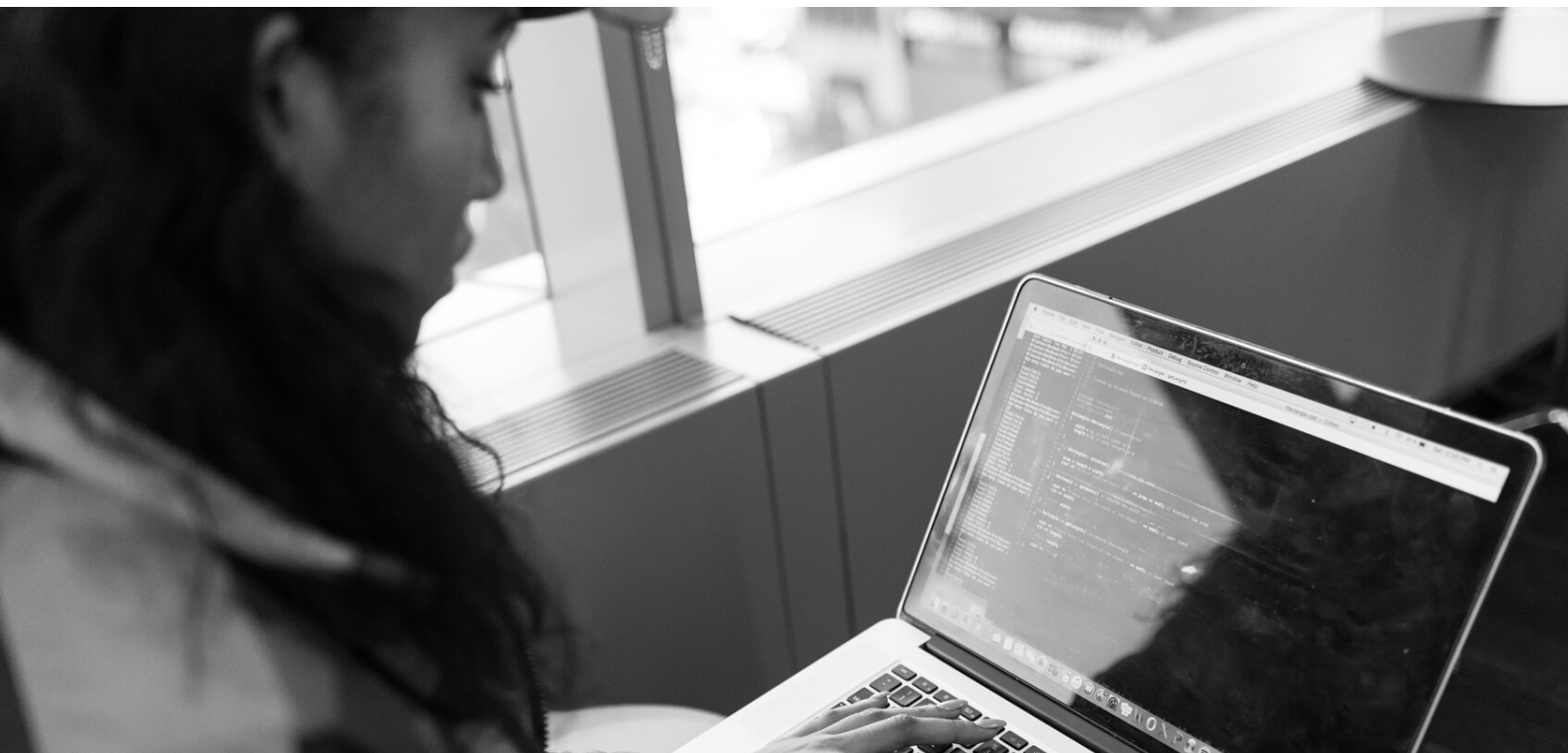
To qualify for inclusion in the Subscription Management category, a product must:

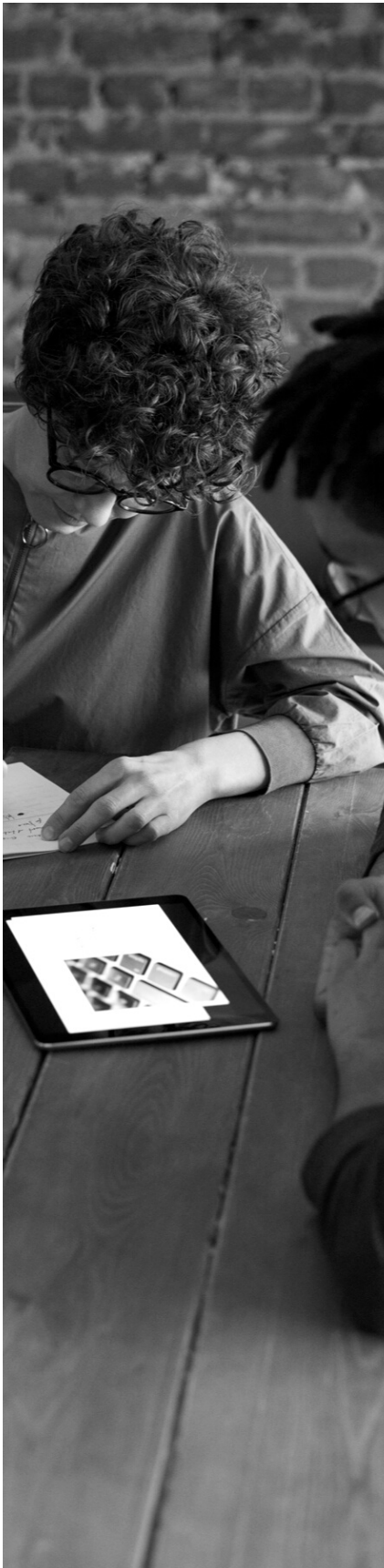
- Store payment data and customer information
- Support and/or integrate with a payment gateway(s)
- Automate billing and contracts
- Accommodate automatic payments from a number of different payment methods

Subscription Management Index Report



Users Verdict about Chargebee-



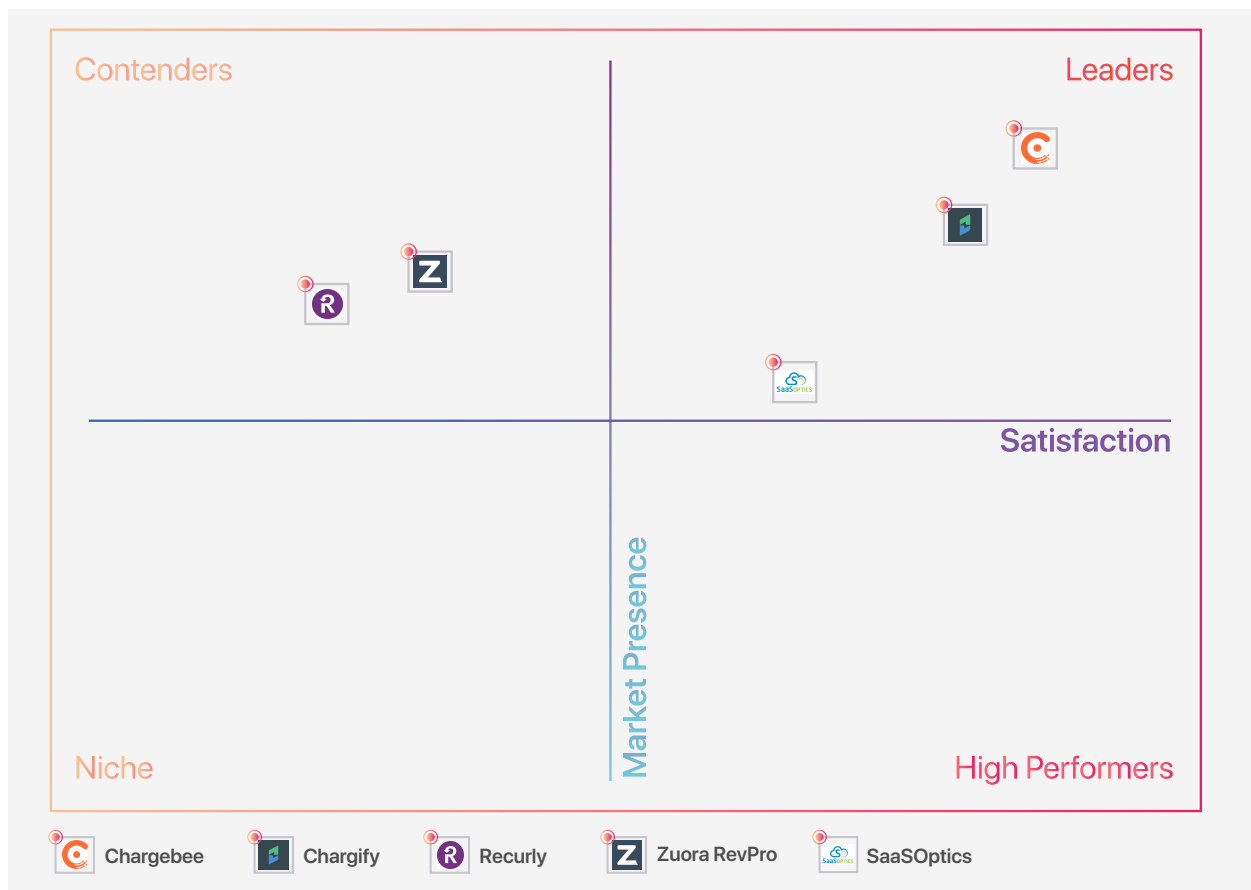


Managing tens of thousands of subscriptions is very complicated, and before Chargebee we had different systems for billing, email management, and reporting. When these systems got out of sync, it was very messy. With Chargebee, everything is on one platform, and is always in sync. So you can trust the data that you are looking at, which is very comforting.

Joel Holland, Founder - Storyblocks

Subscription Revenue Management:

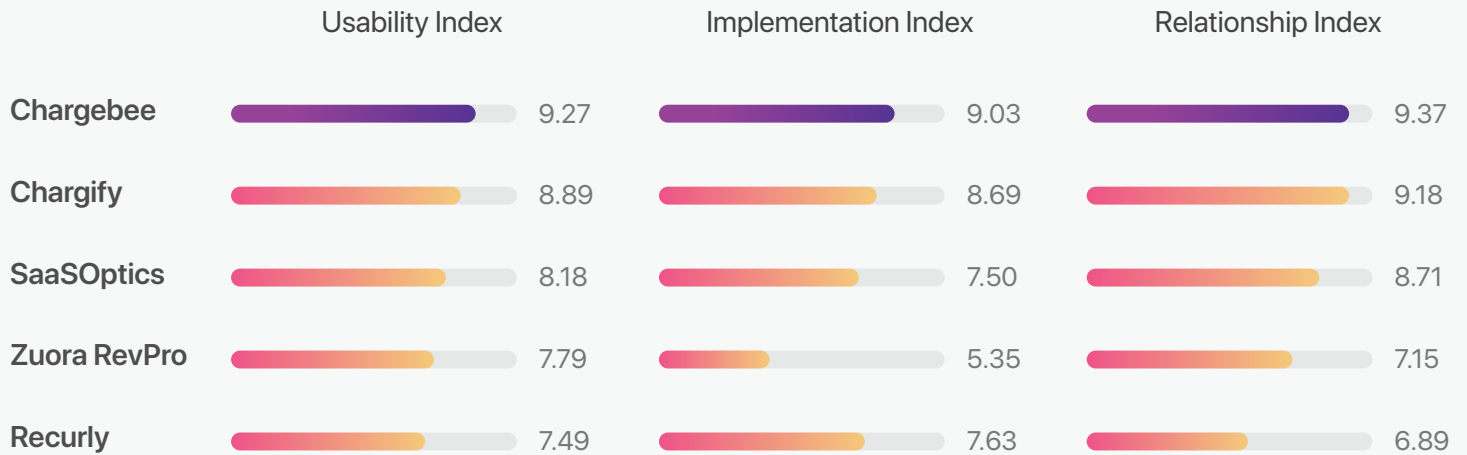
Companies use subscription revenue management software to track sales for subscription-based products and services (e.g., SaaS). This type of software helps companies identify which subscription plans bring the most revenue and what factors make customers stay or leave. Subscription revenue management solutions are proactively leveraged by sales teams to address issues that may make customers cancel their subscription. Sales managers also use this type of software to monitor sales performance and to attract and retain customers. Finally, accountants and controllers can use subscription revenue information to determine the financial performance of the company.



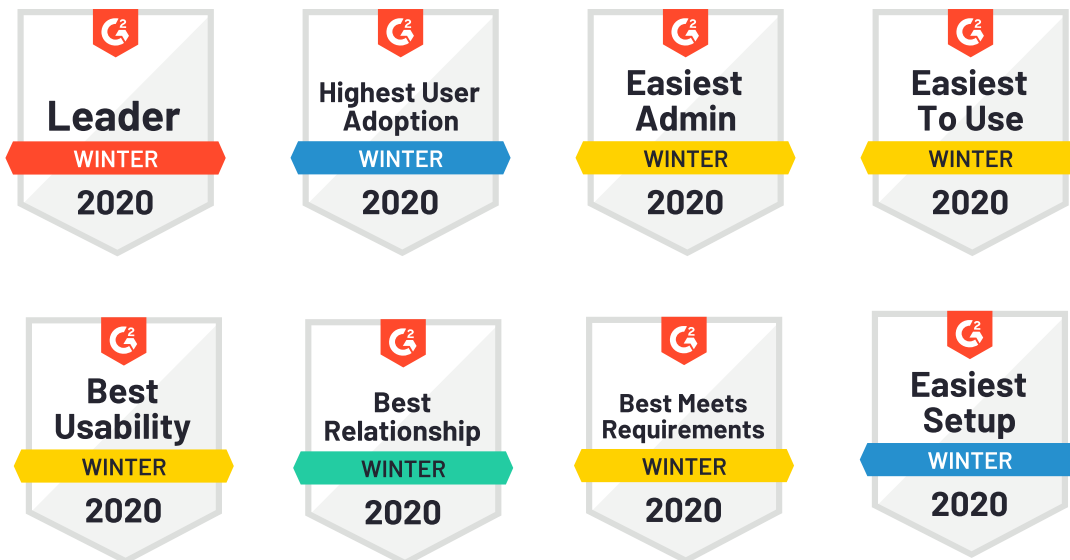
To qualify for inclusion in the Subscription Revenue Management category, a product must:

- Include features to manage pricing options and plans, as well as discounts and special offers
- Track sales and revenue information for all products and plans
- Allow users to identify the best-selling products and the least optimal ones
- Provide features for revenue recognition to match invoices and payments
- Deliver reports, dashboards, and KPIs to track sales and revenue performance

Subscription Revenue Management Index Report



Users Verdict about Chargebee-



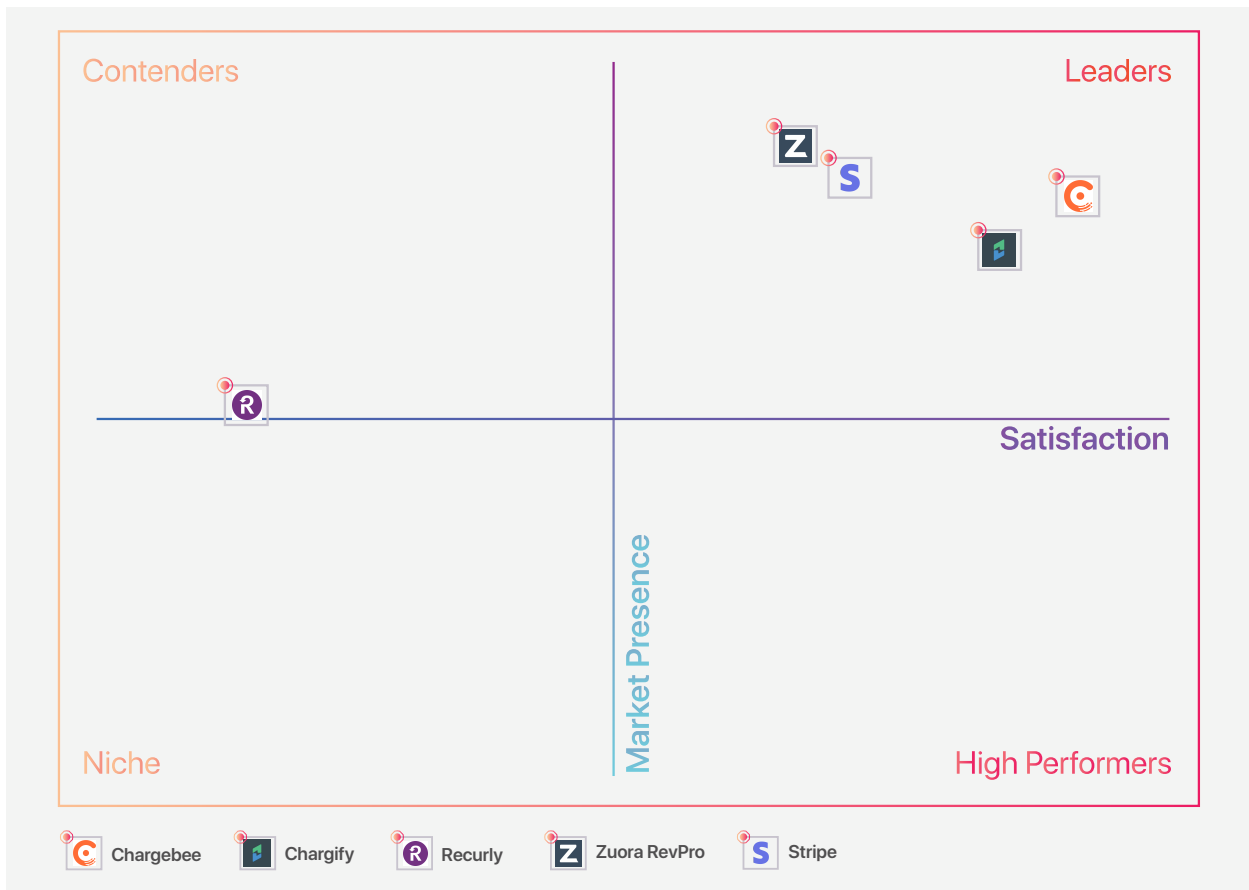
From invoicing to dunning to customer notifications, we automated 90% of our processes. Chargebee is laid out in such a way that makes it easy to manage the financial relationships with our customers. It was relatively easy to configure and the Chargebee team has been flexible, professional, and responsive.

Ben Laughter - VP of Operations,
Whiteboard CRM



Subscription Billing:

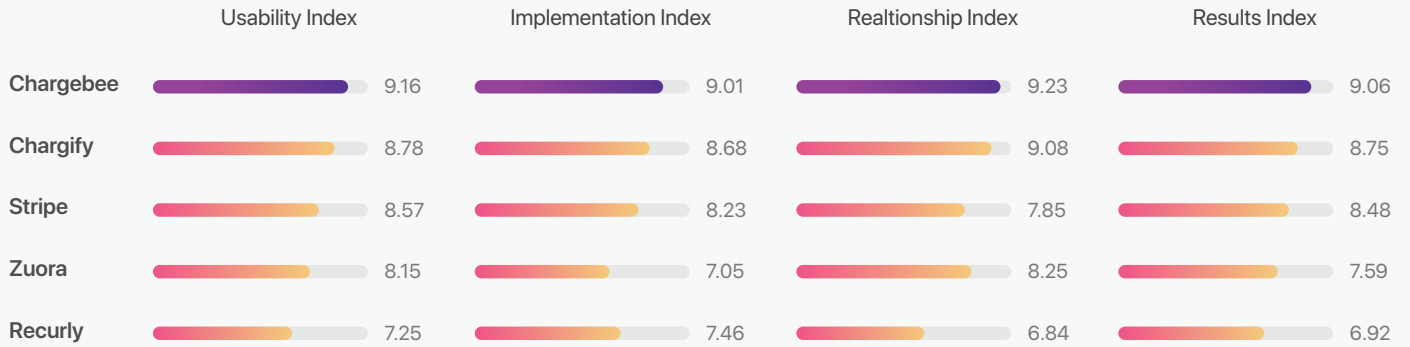
Subscription billing software manages recurring billing for companies offering subscription-based products and services. This type of software generates invoices for various subscription plans and billing frequencies. Subscription billing also manages standard and special offers, packages, or discounts to ensure the billing process is accurate.



To qualify for inclusion in the Subscription Billing category, a product must:

- Generate recurring invoices at predefined or custom frequencies
- Ensure that customers are billed accurately and on time
- Accept payments and match them with invoices and subscription plans
- Monitor the performance of various types of packages and special offers
- Provide features to address late and incomplete payments
- Include standard tax rules and allow users to create custom rules
- Adjust billing based on changes to plans such as upgrades or downgrades
- Identify the least- and most-performant packages and products

Subscription Billing Index Report



Users Verdict about Chargebee-



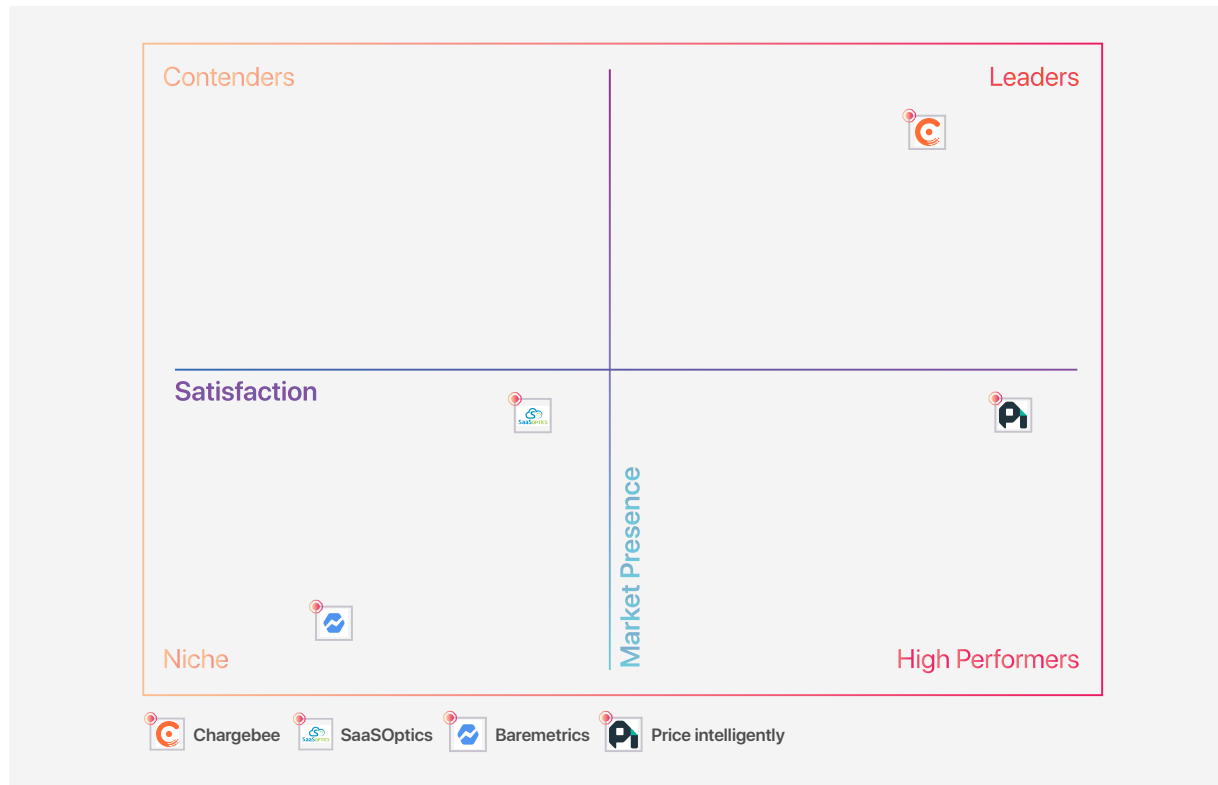


I love how easy it is to manage our daily billing operations. Creating subscriptions, applying coupons, the whole proration system, it's just very easy to manage your billing ops. Chargebee takes care of everything automatically. I also like that they provide free subscription analytics with RevenueStory.

Elif Koral, Customer Success Manager,
Livestorm

Subscription Analytics:

Subscription analytics solutions help companies track the efficiency of their subscription models. This type of software is used mostly by SaaS software providers that sell their products using a monthly subscription model (as opposed to the traditional system of perpetual licensing).



To qualify for inclusion in the Subscription Analytics category, a product must:

- Analyze information about different subscription models
- Track the efficiency of customer incentives such as free trials
- Deliver dashboards that provide real-time analysis of subscription data
- Determine the impact of any changes to plans or products on the subscription revenue
- Capture and segment subscription data using criteria such as geography or customer size
- Identify the subscribers with the highest risk of canceling their subscription Include reports, analytics, and KPIs such as monthly recurring revenue (MRR), customer lifetime value (CLTV), or customer acquisition cost (CAC)

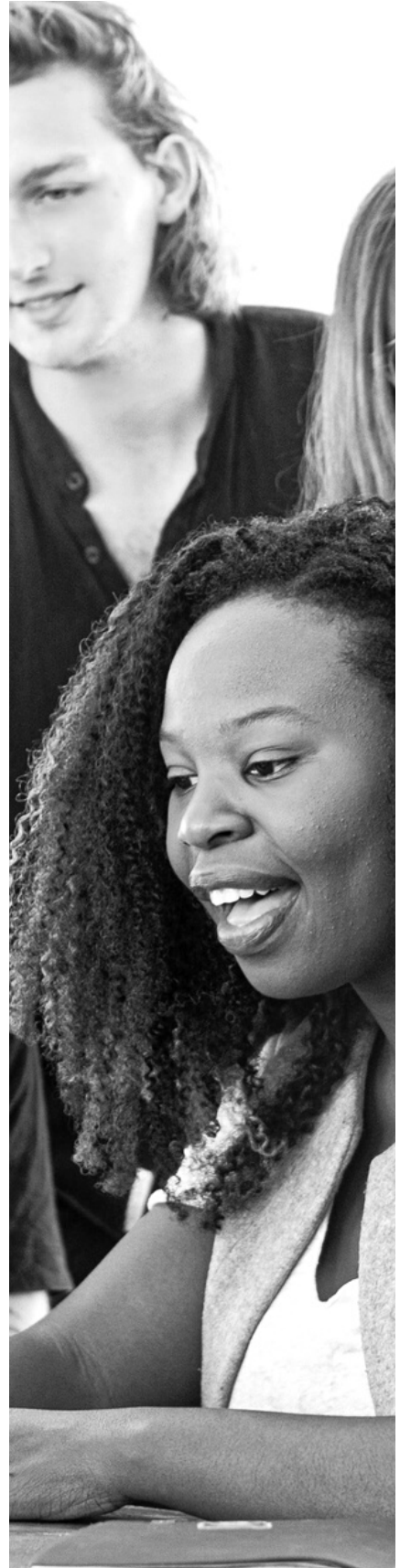
Users Verdict about Chargebee



Note: G2 only provides Grid Report for Subscription Analytics category and does not evaluate Index metrics.

The ability to get lots of data from reports easily exported out means I can share the information by just a click of the button. And by syncing Chargebee to our Xero account, we have very little reconciliation to do.

Gilles B, Head of Account Management,
Administrate





Interested in exploring Chargebee?

Get Started Today!

44 Montgomery St, San Francisco,
CA, 94104, USA