



Subscription Management Module Overview

An effective subscription model requires efficiency through technology in order to scale to meet high transaction volumes. Whether you send out physical goods, charge for a subscription, or wish to send out automated renewal offers on a recurring basis, Explore Consulting's Subscription Management Module for NetSuite provides the flexibility and automation to meet your needs. Built on an architecture that enables a complete solution within NetSuite as well as allowing integration to external systems the Subscription Module can be configured to incorporate additional sales generating features such as special pricing and promotions on recurring orders as well enabling access to restricted web site features. Through streamlined sales and marketing functionality, you can attract new and retain existing customers by providing state of the art resources and a high level of service 7 x 24.

Increase Sales

Entice new customers and capture more sales from existing customers by encouraging repeat business through offering special incentives such as

- Free Shipping
- Discounts on product
- Product add-ons and samples
- Access to restricted web site features

The module can also be utilized to send automated reminders, renewal offers, and new service/product alerts.

The Flexibility to Grow With Your Business

Explore Consulting's Subscription Management Module for NetSuite utilizes an architecture that enables companies to adapt the business rules and systems components to meet their changing business needs and can be utilized for physical or virtual products.

You specify:

- Cash Sale or Invoice type Sales Orders
- Fixed date or purchase anniversary
- How to handle credit card failures (such as try for three days, then notify sales representative)
- What additional services and features to add to the process such as reminders and customer notices

Your customers can choose:

- End date
- Quantity
- Frequency

- Because everything can be processed and stored in NetSuite you also gain inventory and sales forecasting abilities for all your recurring and subscription items.

Customer Self Service and Support

Give your customers what they want: control of their subscription or recurring order profile. Allowing customer self-service reduces sales and customer service workload allowing your team to focus on new opportunities. Enable features through their customer portal such as:

- Order frequencies
- Order quantities
- Vacation hold
- Updating payment information
- Updating shipping information