LISA® BusinessPro

Feature Comparison & Analysis

Detailed analysis and comparison between LISA BusinessPro and Microsoft Dynamics 365 Subscription Billing Core Features

bluefort®

Maybe you've been using Dynamics 365 for your subscription management.

Maybe it met your needs for a while.

But things can change fast- especially when you scale and your pricing models get complex. Needs change, which is why you might be looking around for something more.

Introducing LISA BusinessPro, the game-changing add-on built on Dynamics 365 for Finance and Operations.

LISA BusinessPro gives you the entire end-to-end subscription management process and makes everything so much easier for everyone involved. Customers are happier. Teams aren't burdened with manual tasks. And everyone's finally free to do the high-value work they were hired to do.

Why not take 5 minutes and scan through the LISA BusinessPro vs. Dynamics 365 Subscription Billing comparison sheet?

For less time than it takes to drink a cup of coffee, you can discover just how much LISA BusinessPro can transform your Dynamics experience and supercharge your subscription management capabilities.

You work hard to give your customers the products that solve their problems. Why not do the same thing for yourself?

Join in and let LISA help you succeed in the subscription economy.

bluefort®

Master Data

Feature	D365	Bluefort
Manage subscription products	✓	✓
Assign price per unit	✓	✓
Define minimum quantity	✗	✓
Define add-on products	✗	✓
Perpetual and Maintenance products	✓	✓
Consumption based products	✓	✓
Per-unit products	✓	✓
Tiered pricing	✓	✓
Setup maintenance %	✗	✓
Add on price models	✗	✓
Product variants	✓	✓
Setup one time products	✓	✓
Setup price indexing	✓	✓
Define end user and partners as customers	✓	✓
Define subscription price lists	✓	✓
Deferral accounts in GL	✓	✓
Support, Maintenance additions	✓	✓
Setup milestones	✓	✗
Reason codes	✓	✓

Purchasing, Commerce & Technology

| Feature	D365	Bluefort
Create purchase order from subscriptions	✗	✓
Manage supplier subscriptions contracts	✗	✓
2 way match supplier subscription invoices	✗	✓
Create B2C Commerce HQ Subscriptions	✗	✓
Use Commerce pricing models	✗	✓
Link subscriptions to Stores	✗	✓
Subscription web API's	✗	✓
Support Dualwrite	✗	✓
Use Business Events and integrate with Power Automate	✗	✓
Embedded PowerBI in workspace	✓	✓
Integrate with workflow in Dynamics 365 FO	✗	✓
Entity store integration	✗	✓
Importing Consumption data from other data sources	✗	✓
Manage open subscription expenses	✗	✓
Use of Mobile workspaces	✗	✓

bluefort®

Sales

Feature	D365	Bluefort
Subscription sales quotations CRM (D365 Sales)	✗	✓
Send subscription quotations to accounts	✗	✓
Sync accounts/quotations/invoices + consumption data	✗	✓
Subscription sales quotations FO	✗	✓
Convert subscription quotes to subscriptions	✗	✓
Create and convert project quotations	✗	✓
CPQ driven subscription entry of quotes	✗	✓
Workflow approval on subscription	✗	✓
Manage partner sold subscriptions	✗	✓
Retrieve Customer reference or PO number	✓	✓
Manual Sales Price overrides	✓	✓

Finance

Feature	D365	Bluefort
Bill subscription	✓	✓
Request pre-payment or deposits	✗	✓
Collection of payment	✓	✓
Calculate forecasted ACV	✓	✓
Update cashflow analysis	✓	✓
Process revenue recognition	✓	✓
Event-based revenue recognition	✓	✓

Finance
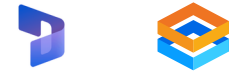
Feature	D365	Bluefort
Correct revenue recognition on credits	✓	✓
Allocate % of revenue to recognize	✓	✓
Defer discounts separate from revenue	✓	✓
Delivery schedules	✗	✓
Multi-element revenue allocation	✓	✓
Subscription audit trail and history	✓	✓
Balance out pre-payments or deposits	✗	✓
Subscription type dimensions setup	✗	✓
ARR Reporting	✓	✓
Churn reporting	✗	✓
Retention reporting	✗	✓
Customer lifetime value reporting	✗	✓
Customer base development	✗	✓
Revenue vs cost of subscriptions	✗	✓
Intercompany subscriptions processing	✗	✓
Payment integrations	✗	✓
Decoupling billing and recognition posting	✓	✓
Manage unbilled revenue	✓	✓

Feature Comparison Analysis

bluefort®

Projects

Feature	D365	Bluefort
Manage project based subscriptions	✗	✓
Integration with D365 Project Operations	✗	✓
Manage project based periodic hour entitlements	✗	✓
Create subscription billing using project invoice proposals	✗	✓

Operation

Feature	D365	Bluefort
Send welcome aboard email	✗	✓
Manage multi level subscription agreement	✗	✓
Run price index update	✓	✓
Add new licenses or subscriptions	✓	✓
Create a future cancellation	✗	✓
Credit prorate	✓	✓
Add assets to the subscription	✗	✓
Connect subscription plans (chaining)	✗	✓
Pause or hold subscriptions	✓	✓
Review subscription version auditing changes	✗	✓
Extend billing format with start-end dates	✓	✓
Manage renewal approval flows	✓	✓
Opt-in approval mechanism for renewal	✗	✓
Maintain consumption levels	✓	✓
Customer services template portals	✗	✓
GoCardless full integration API, processing + certification	✗	✓

Operations (cont.)
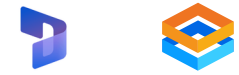
Feature	D365	Bluefort
Recorded telecom-based consumption data (minutes, etc.)	✗	✓
Use revenue recognition schedules	✗	✓
Rolling or Calendar aligned subscriptions	✓	✓
Add and bill one-time items	✓	✓
Track maximum usage levels and overage	✓	✓
Pre-invoicing setup	✗	✓
Smart price rounding	✗	✓
Sell yearly and purchase monthly	✗	✓
Roll-up consumption usage per billing line	✗	✓
Reason code termination management	✓	✓
Churn subscription immediately	✓	✓
Use templates to create subscriptions faster	✗	✓
Manage security deposits	✗	✓
Auto-renewal rules	✗	✓
Mass update price renewals	✓	✓
Post-Invoicing (days) after renewal date	✗	✓
Ability to copy subscription headers and lines	✓	✓
Create Pro forma Subscription invoice	✓	✓
Billing format including consumption data sources	✗	✓
Multiple subscription addresses on the same contract	✗	✓
Processing payments with auto-created payment journals	✗	✓

bluefort®

bluefort ®

Take your business to the next level.
Let us show you how.

🌐 <u>**Visit Us**</u>   ✉ <u>**Contact Us**</u>   in <u>**Follow Us**</u>

Microsoft
Solutions Partner