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adapted their methodologies and implemented Recurring Contract Billing in some other companies as well.

“After being acquired by a multi-million dollar company, we feared changes might occur to the way we’ve been running our business for years,” states Tim Zdrazil, Accounts Receivable Manager/Accounting Systems Administrator, Homes.com. “However, after seeing how efficient Recurring Contract Billing made our billing and invoicing procedures, the company who acquired us quickly transitioned several other companies over to the way our company had been managing our billing procedures. This is a true testament to how powerful and efficient this product really is.”

Benefits

Improved productivity

Shortly after the burst of the .com bubble, Homes.com experienced a shift in staffing resources and at one point was expected to continue to produce and manage the same amount of volume and workload using fewer resources. However, because Recurring Contract Billing was so efficient when it came to billing and contracting customers, Homes.com was able to manage and keep pace with the workload comfortably.

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Managed growth

After being acquired by a reputable and profitable company in the online real estate industry, Homes.com experienced an increase in demand for their services. However, Homes.com was ready and able to manage the large billing transactions easily by leveraging the vast and powerful functionality of

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Recurring Contract Billing.

“One of the features that helps the most is the Contract Importer. We are able to import hundreds of contracts at a time instead of manually entering them one at a time,” remarks Zdrazil. “The scalability of Recurring Contract Billing has helped us manage and push Homes.com through an impeccable growth rate. We were able to easily adapt and handle the increase in customers and volume.”

Increased revenue and data accuracy

When Homes.com first implemented Recurring Contract Billing in 2001 they were able to successfully bill 600-700 customers on any given day. The ability to bill so many customers at once helped them realize a substantial amount of revenue with minimal effort. Today, Homes.com generates over 21,000 invoices to customers per month and as a result, has once again seen a significant improvement in revenue.

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Increased customer and contact management

Since using Recurring Contract Billing, not only has Homes.com realized substantial business benefits, their customers have benefited as well. With Recurring Contract Billing, Homes.com is able to create and distribute accurate invoices at regular intervals so their customers know when to

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expect their bills and the exact amount owing each time thereby eliminating any surprises.

“Because Recurring Contract Billing creates accurate invoices and the product is so reliable, not only have we benefited, but our customers have benefited as well,” remarks Zdrazil. “Our customers know exactly when to expect their bills, what they will look like and how much they will be invoiced for each and every time. So in short, Recurring Contract Billing has also brought satisfaction to not only our company but to our customers as well.”

With Recurring Contract Billing Homes.com can easily view customer contracts and billing details at any given time. This has helped them to see how their business is doing, make decisions quickly and take action on any arising issues.

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“Recurring Contract Billing definitely keeps us on our toes,” states Zdrazil. “Because we have the ability to view any customer contract in detail and note those accounts that are overdue we can quickly generate another invoice and move onto the next task. This tool allows us to do a quick sweep to see where our accounts are at and how our business is doing.”

Improved billing efficiency

Homes.com has relied on Recurring Contract Billing for years to manage key aspects of their business. Because the product has become such a big part of what they do and has always delivered above and beyond expectations, Homes.com feels completely confident that the product will always perform at top quality.

“At this point, because we rely so heavily on this product to manage an integral part of what we do on a daily basis and have never been disappointed we expect the product to perform at a high performance level at all times,” comments Zdrazil.

Recurring Contract Billing has helped Homes.com through many different stages of their business. No matter what changes their industry faces, Homes.com is confident that they will manage their billing efforts and processes successfully because Recurring Contract Billing has proven itself over and over again.

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About Encore Business Solutions

Since its inception in 1990, Encore, a Microsoft Gold Certified Partner, has been and remains dedicated to the delivery of Microsoft Dynamics® GP, both as an Independent Solution Vendor and a Value Added Reseller. We develop and support world-class, high quality products that extend the functionality of Microsoft Dynamics GP. We help organizations realize efficiency and enhance their business value with flexible and scalable products tailored for any business model. We have solutions for Project Tracking with Advanced Analytics, Recurring Contract Billing, Bank Reconciliation, Advanced SmartList and Inventory I/O Control.