



Microsoft Dynamics 365  
Business Central

**Industry:**

Software (CPQ & Document Automation).

**Business model:**

Global multi-entity SaaS company operating five entities across the U.S., Canada, Europe, and multiple currencies.

**Team:**

Lean finance team managing recurring billing, revenue recognition, and reporting across all product lines.

**Microsoft Partner:**

JourneyTEAM

## Case study

# Experlogix cuts month-end close by 50% with Subscription Billing.

## Company overview.

**Experlogix** is a global software company specializing in **CPQ (Configure, Price, Quote)** and **Document Automation** solutions that help businesses simplify complex sales and document processes. Following multiple mergers, the company now operates across five entities in the **U.S., Canada, the Netherlands, Belgium, and Ireland**, managing multiple currencies, products, and billing models.

With a lean finance team supporting recurring revenue and subscription billing across these regions, Experlogix needed a more efficient and reliable system to manage deferrals, revenue recognition, invoicing, and financial reporting across entities.

## Challenge.

As Experlogix grew, its accounting processes became increasingly difficult to manage. The mergers left the team struggling with siloed systems and manual workloads. Multiple entities, currencies, and reporting standards were being tracked manually through spreadsheets — leading to errors, inefficiencies, and limited visibility across teams.

### Manual revenue recognition and deferral schedules.

Lack of automation left the team relying on spreadsheets.

### Disjointed reporting and manual data entry.

Manual data management carried a high risk of user error.

### Multi-entity complexity.

The team had no system to manage the multiple companies and currencies resulting from the mergers.



We have five environments with different currencies, tax structures, and overlapping customers, and before Subscription Billing, it was difficult to manage that manually.

– Lera Kuznetsova, Finance Operations Associate.

# Solution.

Experlogix implemented **Binary Stream’s Subscription Billing** to automate billing, deferrals, and revenue recognition directly within **Microsoft Dynamics 365 Business Central**.

**Automated deferral schedules and revenue recognition.**

Eliminating manual work.

**Unified billing across five global entities.**

With support for multiple currencies and tax structures.

**Flexible billing schedules for annual, quarterly, and custom renewal.**

Allowing teams to automate renewals, extensions, and adjustments.




Being able to use Binary Stream to issue invoices makes the process much cleaner. We’ve automated it rather than trying to keep track and manually issue renewals.


– Arjun Nukal, CFO.

## Results: Month-end close reduced by 50% Improved customer satisfaction, cleaner books, and faster growth.


Three years post-implementation, Experlogix’s finance team reports major gains in efficiency, accuracy, and transparency.




**1200 billing schedules centralized:** All deferral schedules and recognition automated within Business Central.




**Month-end close reduced by 50%:** From 2 weeks down to 1 week on average.




**Greater data accuracy:** By eliminating spreadsheets.



**Improved reporting visibility:** With dimensional data for detailed financial and customer insights.



**Enhanced collaboration between sales and finance:** Through CRM data synchronization.



**Data-driven growth:** Easier forecasting, cleaner financial reporting, and better support for future mergers.



Everything is systemized and automated, especially our deferral schedules and revenue recognition. We have complete confidence in our reporting, and customers are more satisfied because invoicing is straightforward and transparent.

– Lera Kuznetsova, Finance Operations Associate.



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