

Cloud billing success story for global service provider

Compliant monthly billing for global customer delivered using BlueSky platform



The challenge

- Global service provider required a fully compliant, consumption-based customer billing solution for software licences.
- End customers were located across EMEA, APAC and LATAM, with more to be added over time.
- Circa 40,000 monthly billed licences were anticipated.



The solution

- Westcon-Comstor developed a zero touch, fully automated billing model (both for vendor to customer and Westcon to vendor) using our BlueSky cloud platform.
- Local-to-local invoicing is used where the customer and Westcon are present to ensure tax recoverability.
- Licence activations are monitored and activated by the vendor. Westcon processes the vendor consumption file to bill against.



The result

- Removing administration burden and vendor management simplifies billing complexity.
- Seamless, consumption-based monthly billing.
- Consolidates and localises multi-vendor billing.
- Ensures international tax compliance.
- Frees up resource to focus on customer relationships.
- Repeatable and scalable, replicated with any vendor.