When to bring us in, and what happens next.

Continuous Control connects Salesforce Agentforce Revenue Management to the customer's NetSuite ledger. Native apps on both platforms, prebuilt. Here's how to spot the account, qualify it, and pull us in.

SPOT THE ACCOUNT

- **NetSuite is the ledger** and finance won't move it
- **Zone Billing, 360 Subscription Billing, or SuiteBilling** is in the eval
- **Usage or consumption pricing** is on the table
- The deal is stalling on **"our books are in NetSuite"**
- A **legacy CPQ customer** weighing the RCA move
- Any one of these means call us. Earlier is better.

QUALIFY IN THREE QUESTIONS

1 · Where should revenue run?

On Salesforce (with RightRev) → `Method 1`. In NetSuite, with or without ARM → `Methods 2-3`.

2 · Where should A/R live?

On Salesforce → `Methods 1-2`. Consolidated in NetSuite → `Method 3`.

3 · Set on native NetSuite billing?

That's a custom path. Steer to billing on Salesforce: it keeps the lifecycle and the billing revenue on your platform.

WHAT WE BRING

The live demo

Booking, billing, and revenue tying out between the two platforms, in the first call. **A product, not a slide.**

The CFO session

A finance-language walkthrough: their subsidiaries, their accounts, totals that tie out. **The veto becomes a sponsor.**

Method qualification

We work the three questions with your team and land the right footprint. Billing stays on Salesforce in every path we sell.

Sandbox proof

If the deal needs it, we stand it up against the customer's own sandbox pair so finance can verify with real config.

HOW TO ENGAGE

1	**Flag the account**	Any trigger above. We're strongest before the middleware eval starts.
2	**Intro call**	Reach us at `[partner email]` or `[Slack channel]`. Same-week response.
3	**Joint demo**	We demo with your SE on the customer's stack story. You run the meeting.
4	**CFO session**	We take the finance stakeholder. You keep the business buyer.
5	**You close**	Register the deal at `[deal reg link]`. Your paper, your number.

RULES OF ENGAGEMENT

Your paper stays yours. We never sell around you. And every Continuous Control deal is an Agentforce Revenue Management deal.

The FAQ your customer (and your SE) will ask.

Answers you can give without calling us.

THE HARD QUESTIONS

"Why not Celigo, Boomi, or MuleSoft?"

Connectors move records. Continuous Control is **a revenue application, not a connector**: performance obligations, revenue recognition (or the native ARM bridge), billing kept in Salesforce, and books that tie out. No connector keeps billing on your platform or gives finance a revenue model. And if IT insists on their middleware, **our mappings run on it**.

"Multi-subsidiary? Multi-currency?"

Yes. Continuous Control fetches the customer's NetSuite subsidiaries, currencies, countries, and categories first, and **validates every transaction against them** before it moves. That's why the books close clean.

"My customer is on legacy CPQ."

Then it's not a Continuous Control deal yet. **We require Agentforce Revenue Management.** What we do change: the RCA migration gets easier to sell, because the "books are in NetSuite" objection is solved on day one of the move.

"Who supports it when a sync fails?"

The customer sees every transaction's status **in their own org**, with one-click retry. Continuous supports the product, updates included. There's no maintenance contract because there's nothing custom to maintain.

"Will security clear it?"

Yes. Customer data lives only in the two platforms they already trust. **No third-party data store**, credentials encrypted in protected settings.

```
AppExchange · security review passed
Built for NetSuite · certified SuiteApp
SOC 2 · available under NDA
```

"What does the SI do?"

They keep the valuable work: the RCA and RCB implementation. The integration line leaves their SOW, so their hours go to configuration instead of plumbing. **Delivery by Continuous or a certified partner.**

"Is the customer locked in?"

No. Every record lives in **native Salesforce and NetSuite objects the customer owns**, matched on Salesforce IDs. Switch us off and all the data stays theirs, in their systems.

"Do you compete with m3ter?"

Sometimes. m3ter rates usage **off your platform**; Continuous Command rates it **on your platform** and feeds RCB. Either way you win. And if the customer already owns m3ter, we carry its rated events to the books.

ONE LINE TO REMEMBER

Continuous Control only works on Agentforce Revenue Management. Every one of our deals is one of your deals.