

The easy button for connecting Agentforce Revenue Management and NetSuite.

Continuous Control

APPEXCHANGE CERTIFIED · BUILT FOR NETSUITE CERTIFIED SUITEAPP · SOC 1 / SOC 2 CERTIFIED

AGENDA

What we will cover today.

1. **Intros**
   Who is in the room, on both sides.
2. **About Continuous Control**
   The problem we solve, then an overview of the application and the architecture.
3. **Our understanding & discovery**
   How you book, bill, and recognize revenue today.
4. **Next steps**
   What we do after this call.

INTROS

From Continuous.



Thane Tagg

Head of Solution Engineering, Continuous.

thane@continuoustech.com



Jen Larco

Senior Product Manager, Continuous.

jen.larco@continuoustech.com

WHO WE WORK WITH

Some of our customers.



HOW IT GETS SOLVED TODAY

The messy middle: glue, code, and spreadsheets.



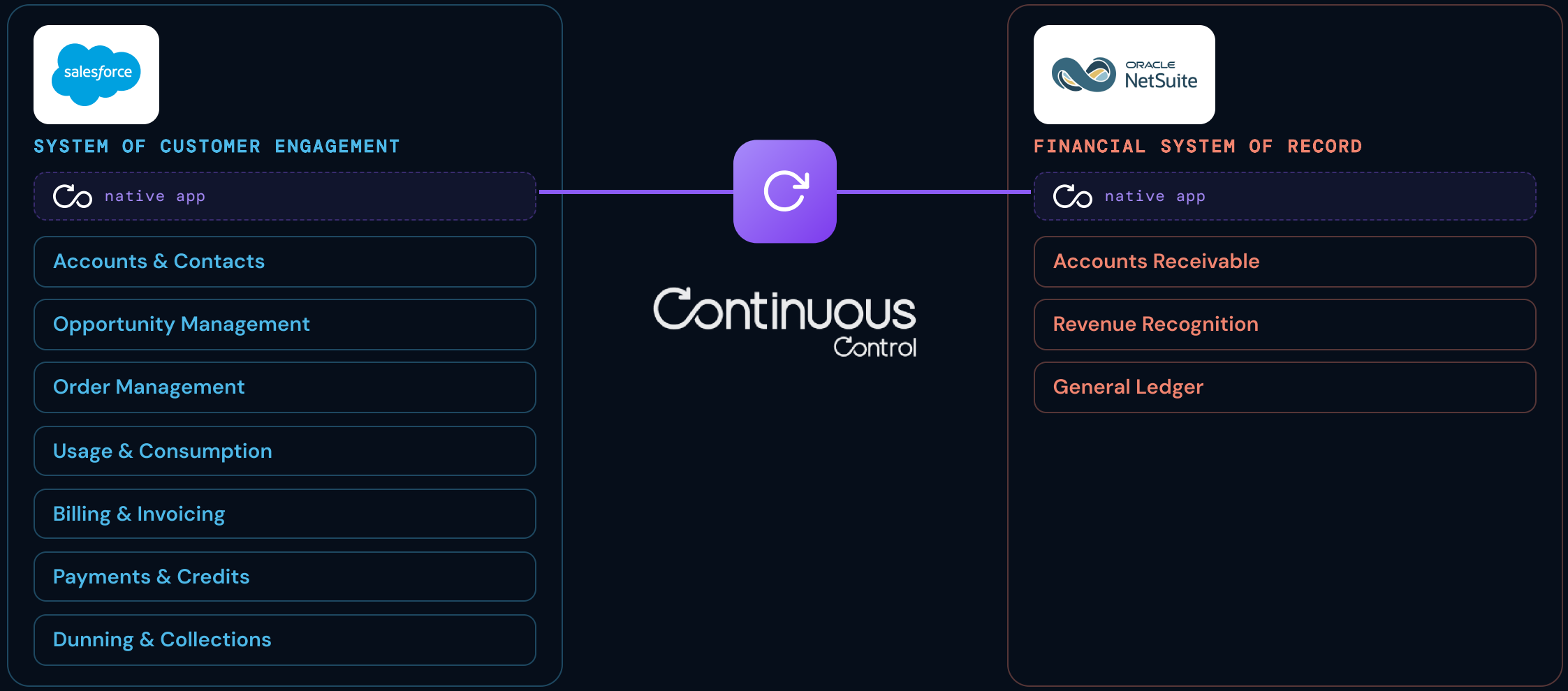
Missed revenue
Amendments and usage that never make it to billing.

A slow close
Weeks of reconciliation between two systems that disagree.

Audit pain
No lineage from the contract to the journal entry.

WHAT IT IS

The only purpose-built application, native in both systems.



APPEXCHANGE CERTIFIED · BUILT FOR NETSUITE CERTIFIED SUITEAPP · SOC 1 / SOC 2 CERTIFIED

HOW IT WORKS

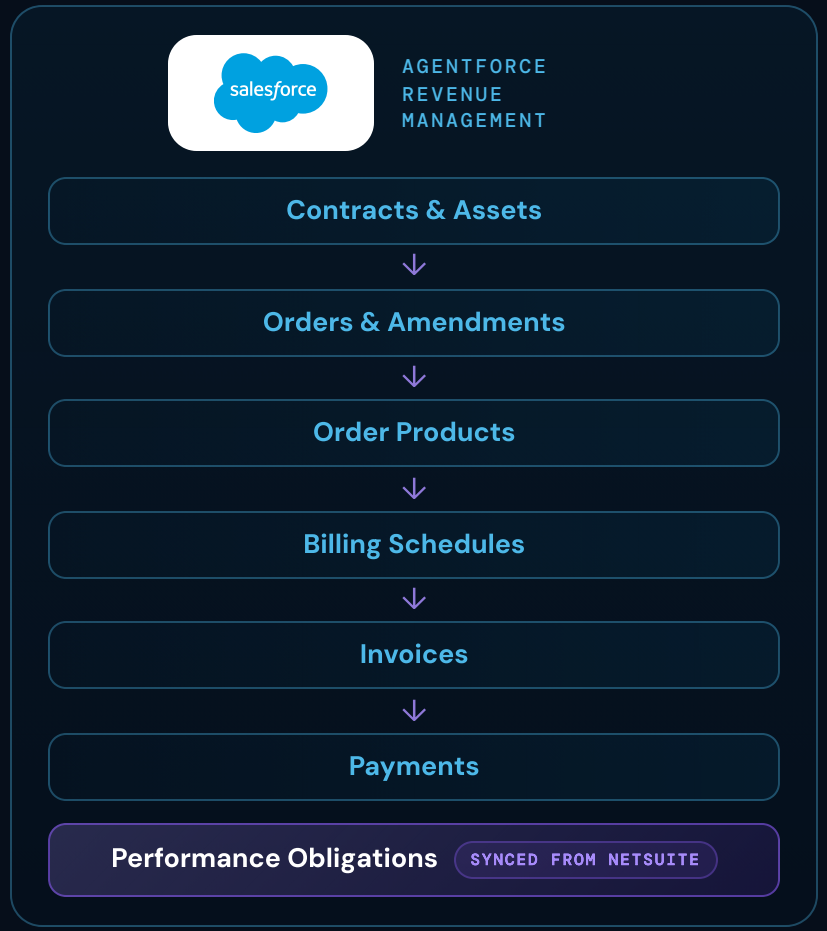
Every sync, prebuilt.

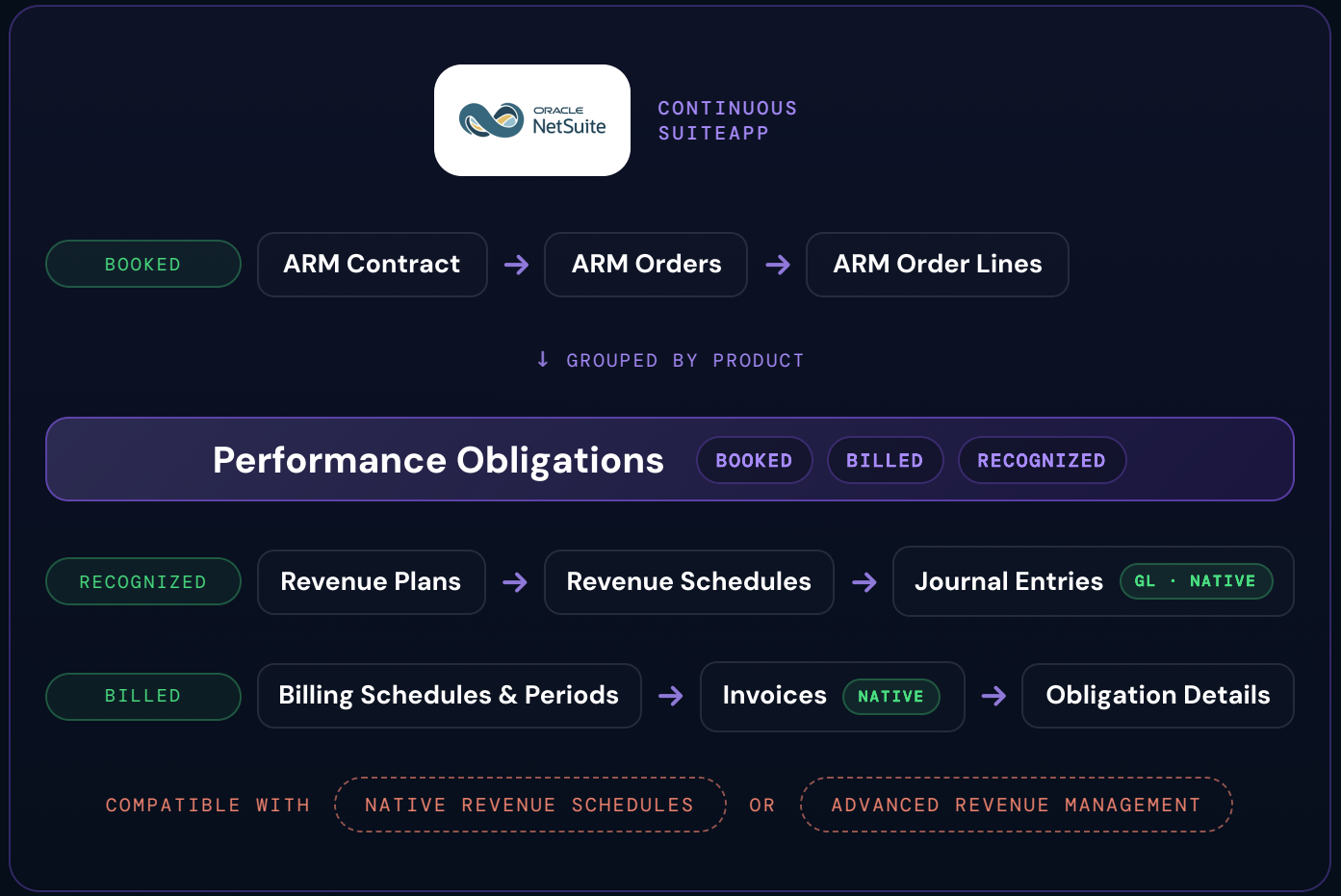
And easily modifiable: every field mapping stays editable in the Mapping Editor, no code required.



THE DATA MODEL

Under the hood: what lives where.





BENEFITS

What you get with Continuous Control.

Simplified architecture

No middleware and no connectors: one native app on each side, no standalone billing/revenue tools required.

Faster time to value

Install and connect in days, not an integration project measured in months.

Prebuilt, end to end

Orders, invoices, payments, and revenue flow across Salesforce and NetSuite out of the box.

A faster, calmer close

Revenue is tied out per obligation before close starts, so reconciliation leaves the critical path.

One version of the truth

Booked, billed, and recognized agree in both systems, so revenue stops leaking between them.

Audit-ready by design

Every recognized amount traces to its obligation, invoice line, and contract.

THE BUSINESS CASE

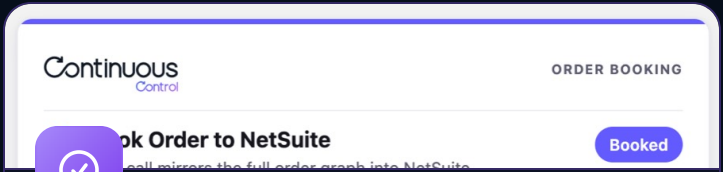
Four line items, side by side.

	WITHOUT CONTINUOUS	WITH CONTINUOUS CONTROL
Build ONE-TIME	× A consultant-built integration project that takes months before the first invoice syncs.	✓ Install two native packages, run the connect wizard, and go live in days.
Integration tooling ANNUAL	× A middleware or iPaaS license just to carry traffic between the two systems.	✓ No middleware required: Salesforce talks to NetSuite natively on both platforms.
Standalone billing & revenue tools ANNUAL	× A separate billing or revenue platform wedged between CRM and ERP.	✓ Billing and revenue run inside your existing systems, with a bridge to NetSuite ARM.
Run & maintain ANNUAL	× Dedicated engineering and finance time to maintain the pipe and re-tie the books every close.	✓ Admin-owned: every sync is logged and re-runnable, and revenue ties out per obligation.



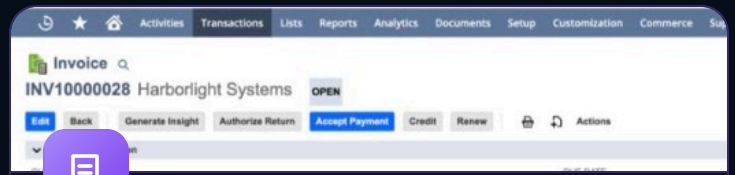
KEY FEATURES

Everything the easy button does.



Book in one click

The entire contract lands in NetSuite: orders, obligations, billing schedules.



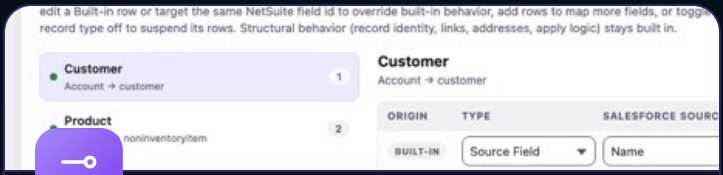
Native invoices & payments

Transactions post as real NetSuite records, straight to the General Ledger.



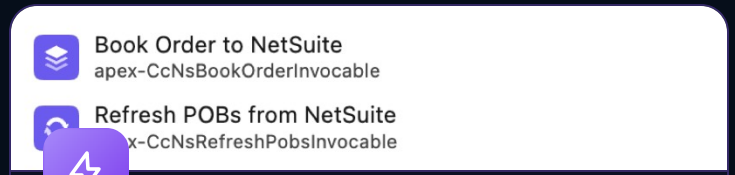
Revenue recognition

Booked, Billed, Recognized, the same numbers in both systems.



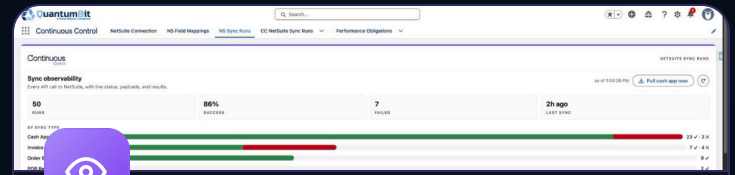
Prebuilt field mappings

Every sync ships mapped. Tune it in clicks, not code.



Flow actions

Branded actions drop the sync into any automation you build.



Full observability

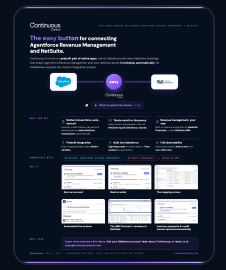
Every run tracked, with deep links into both systems.

LEAVE-BEHINDS

To take with you.

THE CONTINUOUS CONTROL OVERVIEW · 4:50

Click to watch the demo



The one-pager

Take it with you · **5-minute demo recording inside**

OUR UNDERSTANDING & DISCOVERY

Our understanding so far.

WHAT WE THINK WE KNOW

- **You sell in Salesforce**, quote to cash runs on Agentforce Revenue Management.
- **You account in NetSuite**, receivables, revenue, and the General Ledger.
- **The two connect by hand**, spreadsheets, re-keying, or an integration someone maintains.
- **Close runs long**, and the two systems tell different revenue stories.

NEXT STEPS

Where we go from here.

- A demo on your data: your products and your billing model, live in both systems.
- Connect a sandbox pair and book a real order end to end.
- A finance walkthrough: revenue recognition and the close, with your finance team in the room.

Thank you.

thane@continuoustech.com · jen.larco@continuoustech.com



APPENDIX · COMPATIBILITY

Continuous Control and RCA / RCB.

RCA + RCB · PREFERRED

The full picture

Billing and the customer lifecycle stay on Salesforce, and every invoice, credit memo, and payment posts to NetSuite as a **native transaction**. This is the configuration everything in this deck shows.

RCA ALONE

Compatible

RCA billing schedules integrate directly: invoices and credit memos sync to NetSuite **automatically**. Works for subscription and one-time products. RCB adds usage and consumption billing, card and ACH payment processing, and dunning.

RCA + NETSUITE-SIDE BILLING

Not compatible

SuiteBilling or ZoneBilling is **not a supported path**: both systems want to do proration, and both want to own the customer lifecycle. The customer lifecycle should live on Salesforce.

Start on RCA alone today and the tracks for RCB are already laid: the application is installed, and adding RCB is **as simple as turning on the synchronization**.

APPENDIX · LIVE DEMO

One deal, end to end, live.

1 · SALESFORCE ARM — Quote → Book → Invoice → Payment

2 · NETSUITE — ARM Contract → Recognize Revenue → Native Accounting

3 · SALESFORCE ARM — Booked · Billed · Recognized → Full Asset Lifecycle

Plus the admin behind it: field mappings · Flow actions · observability · configured in clicks, not code

APPENDIX · COMMON QUESTIONS

Six questions, answered.

“Does this need RCB, or does RCA alone work?”

RCA alone works: billing schedules integrate directly and invoices sync automatically. RCB adds usage billing, card and ACH payments, and dunning, and turning it on later is a switch, not a project.

“Do you do implementations?”

Yes. Continuous implements Continuous: a fixed-scope package included with the license. Your RCA and RCB implementation stays with your Salesforce partner.

“Who do you implement with?”

Continuous or a certified partner. If a partner is already in the account, they keep the RCA and RCB configuration and the integration line leaves their scope.

“Are any customers live?”

Yes. Continuous Control has multiple referenceable live customers posting real transactions and closing books on time. We are happy to put you on the phone with them.

“What about usage and event-based billing?”

Complementary, not competitive: Continuous Control integrates event-based billing to NetSuite for revenue and accounting, posting revenue and GL impact.

“How do we engage with you?”

A demo on your data, then a sandbox pair booking a real order end to end. Reach us at thane@continuoustech.com or jen.larco@continuoustech.com.