

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.



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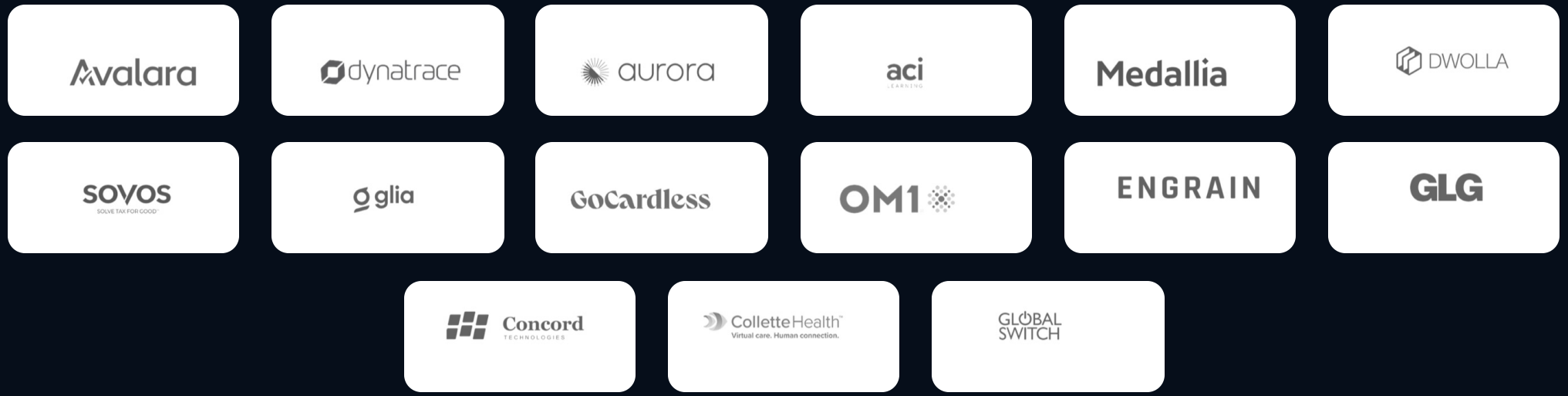
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WHO WE WORK WITH

Some of our customers.



HOW IT GETS SOLVED TODAY

The messy middle: glue, code, and spreadsheets.



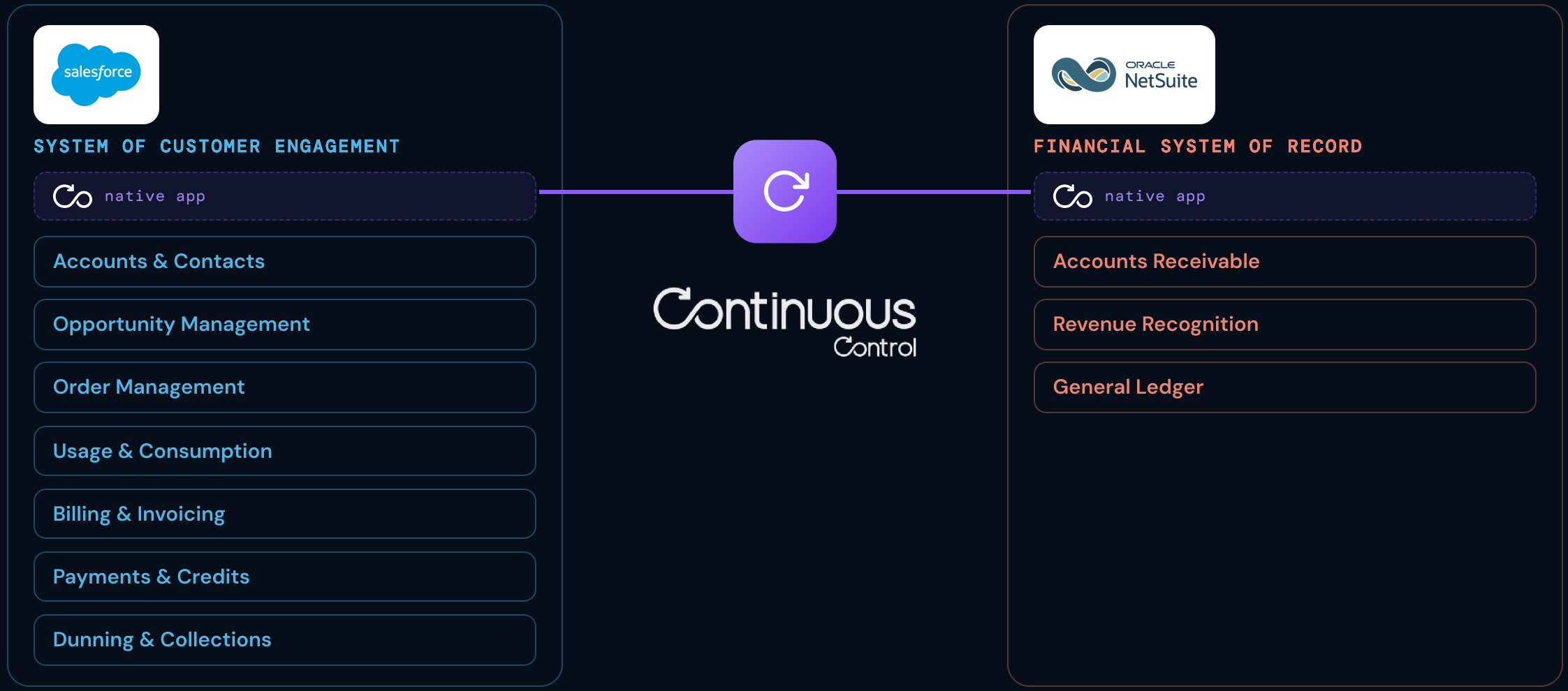
Missed revenue
Amendments and usage that never make it to billing.

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.



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HOW IT WORKS

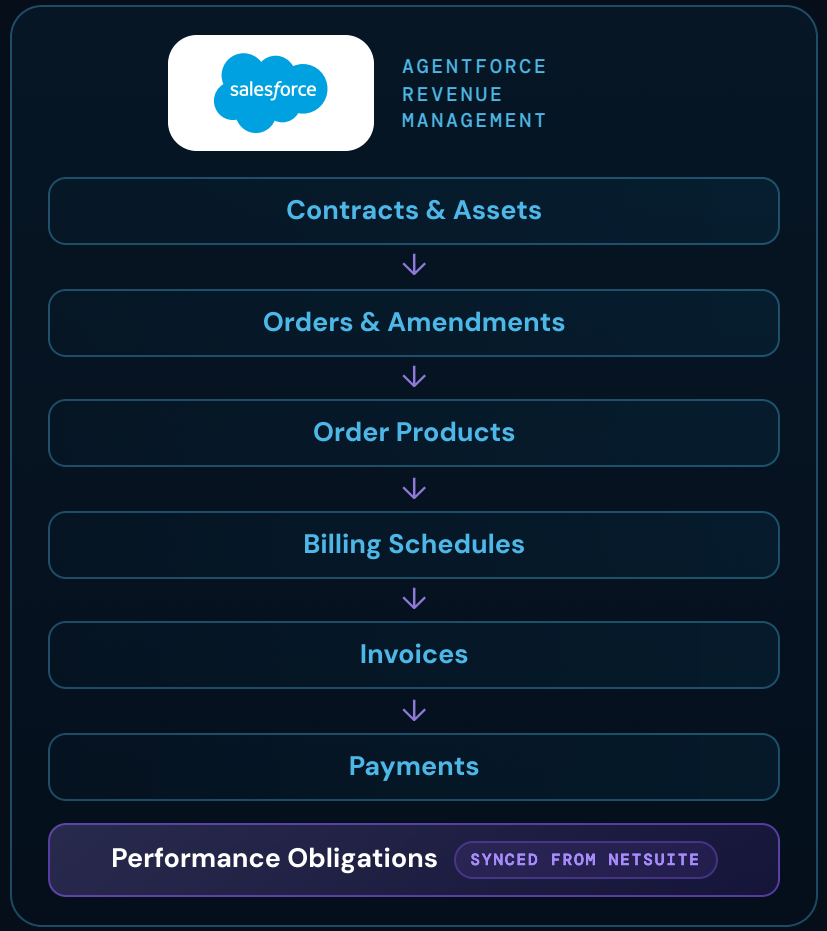
Every sync, prebuilt.

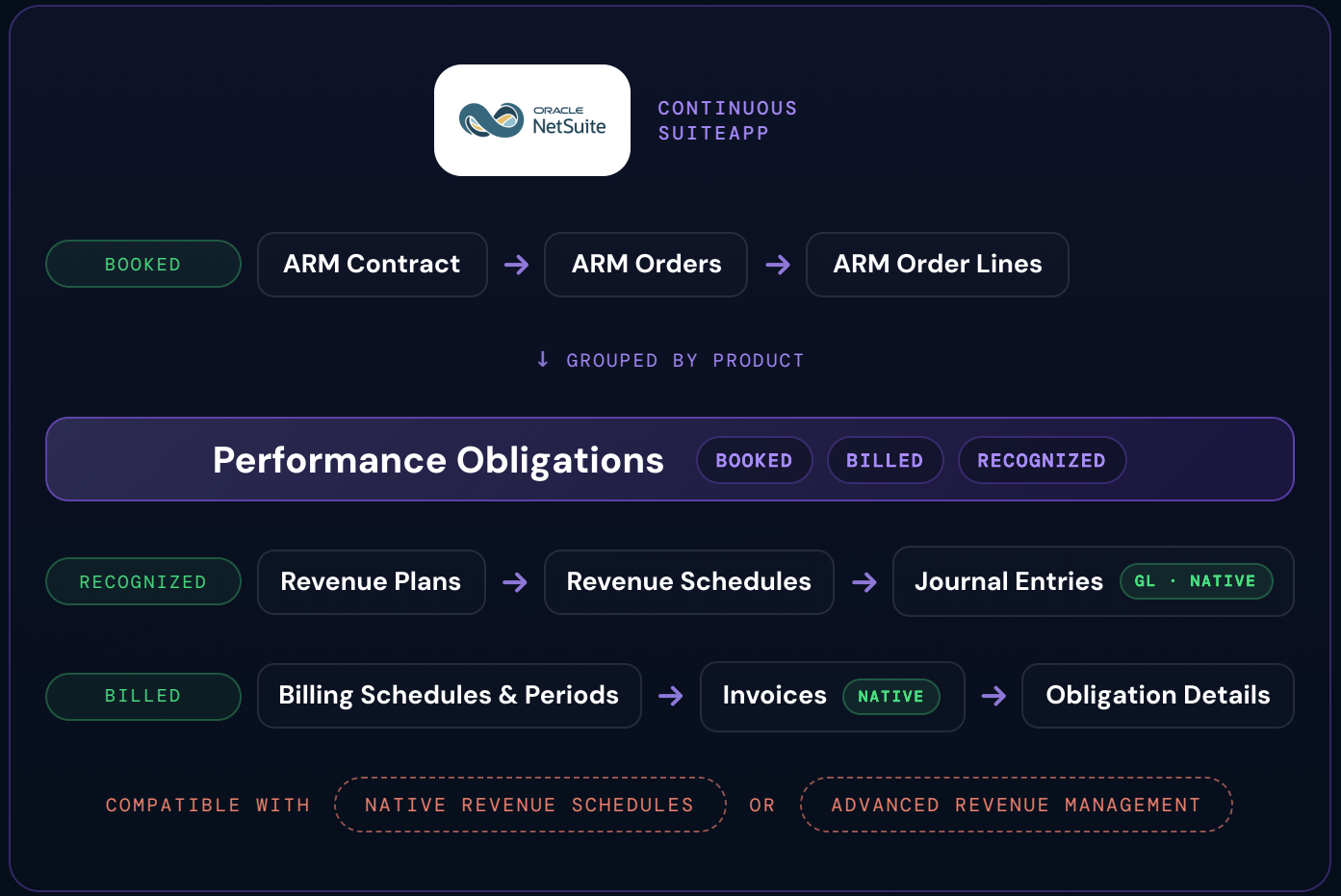
And easily modifiable: every field mapping stays editable in the Mapping Editor, no code required.



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

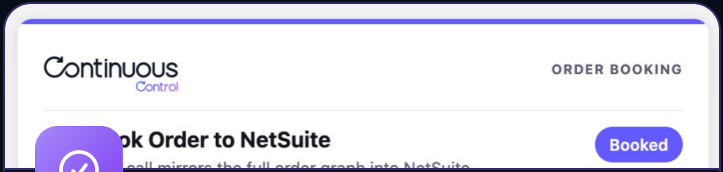
Four line items, side by side.

	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.



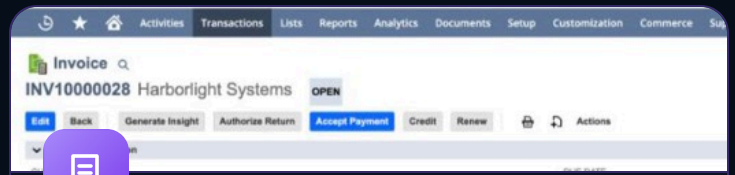
KEY FEATURES

Everything the easy button does.



Book in one click

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



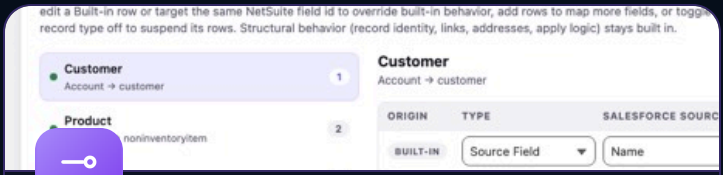
Native invoices & payments

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



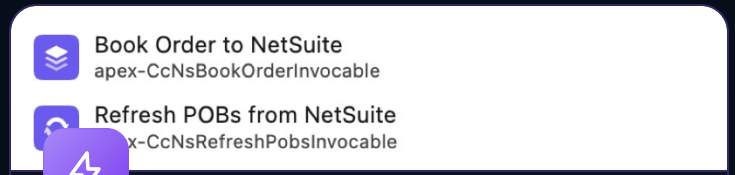
Revenue recognition

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



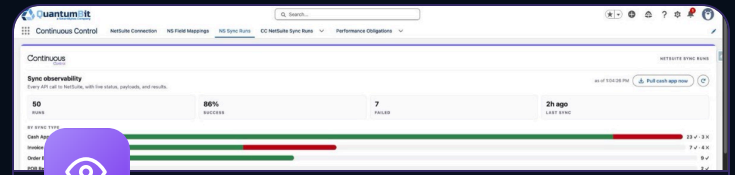
Prebuilt field mappings

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



Flow actions

Branded actions drop the sync into any automation you build.



Full observability

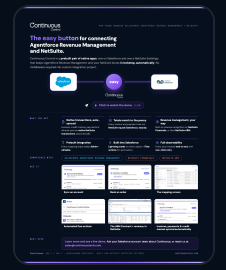
Every run tracked, with deep links into both systems.

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.

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