

The easy button for connecting Agentforce Revenue Management and NetSuite.

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

Continuous Control

YOUR PRESENTERS

From Continuous.



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WHO WE WORK WITH

Some of our customers.



THE PROBLEM

NetSuite wasn't built to handle lifecycle management.

How customers sell today.

Ramp deals

ANNUAL STEP-UPS

Subscription lifecycle

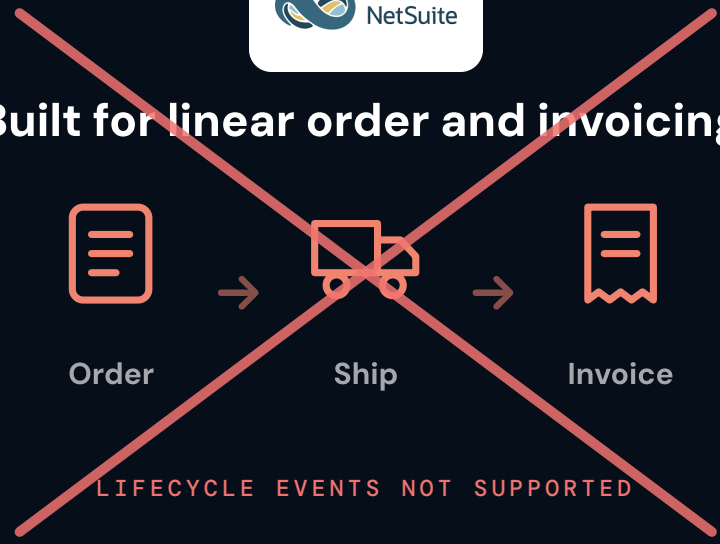
AMEND
RENEW
UPSELL
DOWNSELL

Usage-based models

METERED
CONSUMPTION

AGENTFORCE REVENUE MANAGEMENT SUPPORTS

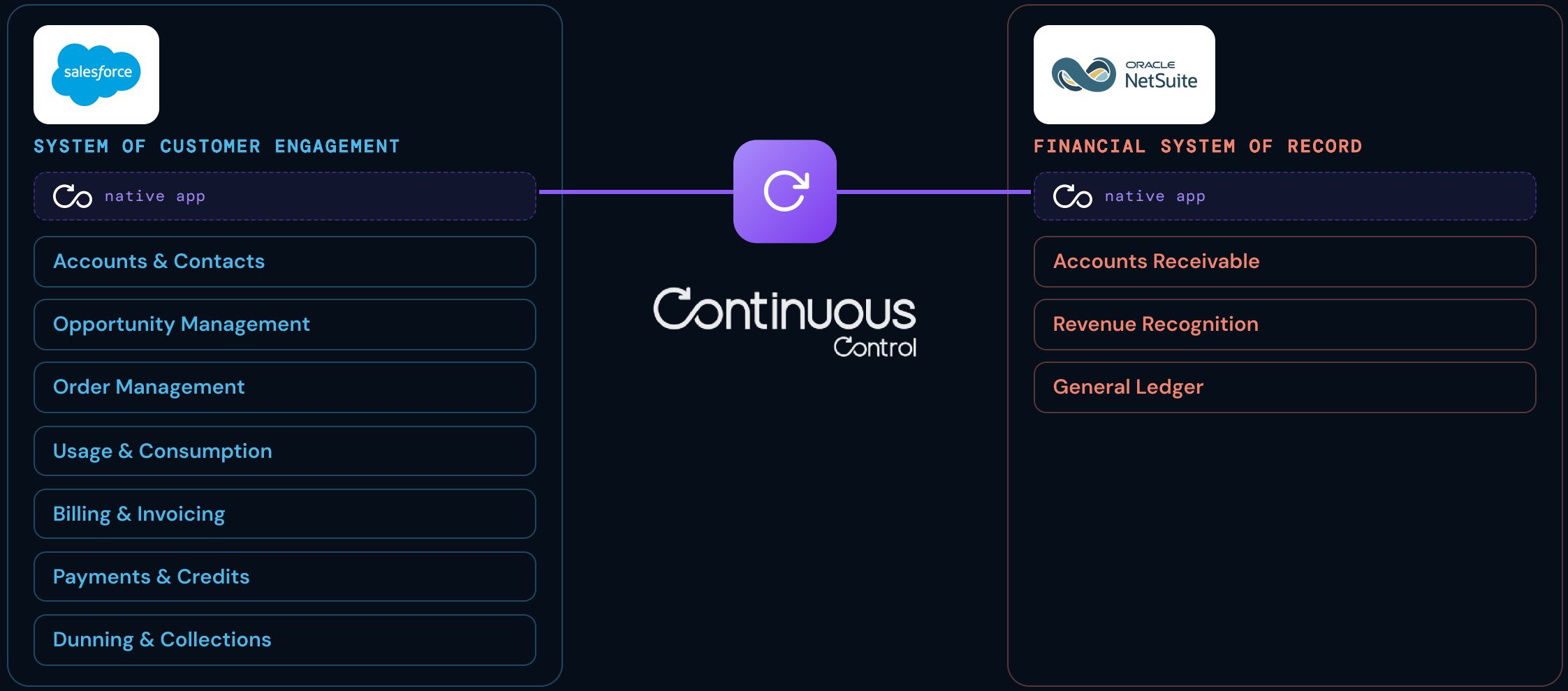
Built for linear order and invoicing.



OLD SCHOOL ERP · 20+ YEARS OLD

THE SOLUTION

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



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WHEN TO THINK OF CONTINUOUS

Anytime the customer has NetSuite.

See it working, first call.

We demo **Agentforce Revenue Management and NetSuite working together**, live.

We speak both platforms.

Salesforce and NetSuite experience in the room, ready to go deep on either side.



THE PLAYS

How Continuous helps in Revenue Cloud deals.

Displace WIN THE COMPETE

Beat the platform vendors

Nue, DealHub, Zuora hand NetSuite a summary. RCB posts the real transactions to the books.

Beat NetSuite-side billing

SuiteBilling, ZoneBilling, 360 Subscription Billing win because finance wants billing near the ledger. That reason disappears.

Complement & co-sell RCB

We help explain that the native sales order can't handle lifecycle changes: **amendments, ramps, usage, credits**. RCB can.

Replace third-party vendors

Zuora, Chargebee, and other third-party billing. The renewal is the opening; the line item becomes **RCB consumption**.

Unblock MOVE THE CYCLE

Turn the finance veto into a sponsor

Every document posts as a **native NetSuite transaction, tied out to the penny**.

Keep NetSuite ARM

Obligations map straight into the revenue engine **their auditors already trust**.

Simplify the integration to NetSuite

Prebuilt on both sides: **derisk the implementation, faster time to value**.

Land RCB in phase 1

Billing stays in the initial project. If it slips, **we stay in and hand you the RCB moment**.

WHICH ACCOUNTS

Where Continuous Control is the best fit.

THE BEST FIT

- ✓ Any account that wants to **keep revenue in NetSuite**
- ✓ NetSuite is the **financial system of record**, and staying
- ✓ **SuiteBilling, ZoneBilling, or any other third-party billing solution** installed or in the eval

NOT THE FIT

- ✗ **RCA / RCB is not selected**, and no move is planned
- ✗ NetSuite is **not the General Ledger or ERP system**
- ✗ The customer **wants to migrate off NetSuite**

COMPATIBILITY

Continuous Control RCA/B compatibility.

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.

⚠ **Requires RCB for:**

- usage & consumption billing
- payment processing: credit cards & ACH
- dunning & collections

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 functionality is **as simple as turning on the synchronization**.

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

THE QUESTIONS WE ACTUALLY GET

Six questions, answered.

"Do you do implementations?"

Yes. **Continuous implements Continuous**: a fixed-scope package included with the license. The RCA and RCB implementation stays with an SI partner.

"Who do you implement with?"

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

"How do we engage with you?"

Reach us at thane@continuoustech.com or jen.larco@continuoustech.com, and we demo with your SE.

"How do you price?"

A **flat annual license per Salesforce and NetSuite org pair**, implementation included. A product license, not a services contract.

"Are any customers live?"

Yes. **Continuous Control has multiple referencable live customers**, posting real transactions and closing books on time.

"Are you competitive with m3ter?"

No, complementary: **Continuous Control integrates event-based billing to NetSuite** for revenue and accounting, posting **revenue and GL impact**.

CONNECT WITH CONTINUOUS

How to find us.

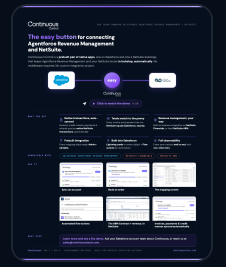
Say hi at Dreamforce

2 sessions · Wednesday

Slack or email

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The one-pager

Sent after this session · **5-minute demo recording inside**

Continuous Control