Transforming Revenue Efficiency:

How Au10tix Leveraged Vayu's Advanced Metering and Billing Solutions to Streamline Revenue Management
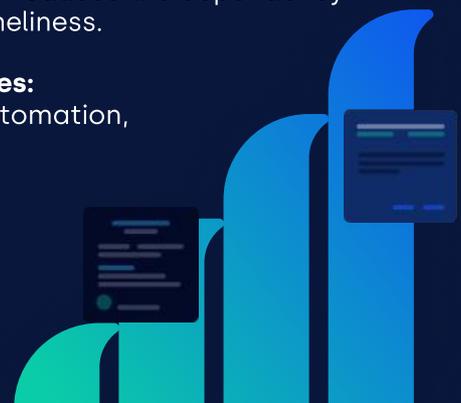
Before Vayu:

Founded in 2007, Au10tix is a leader in automated identity intelligence and biometric technologies, catering to a global clientele in need of advanced solutions for digital identity verification and fraud prevention. Au10tix faced significant operational challenges. Their in-house solution was resource-intensive, requiring heavy reliance on engineering resources. The company's complex billing methods, including annual commitments and usage-based pricing, necessitated real-time usage data. However, delays in obtaining this data slowed the billing process and led to repetitive manual invoicing calculations, complicating revenue management and forecasting.

Challenges

- **Resource Heavy In-House Solution:**
  Automatically Process and bill millions of usage events and contract data. Vayu handles high-volume data processing in real-time, converting raw usage data into accurate invoices without manual intervention

- **Advanced Pricing Structure and Delayed Billing:**
  With multi-layered billing methods such as annual commitments and usage-based pricing, Au10tix required real-time usage data. Delays in data availability slowed billing and forced repetitive manual invoicing calculations, hampering the overall process.

- **Challenges in Reporting and Forecasting:**
  Difficulty in providing accurate revenue forecasts and management reports, affecting strategic decision-making and responsiveness to market demands.

Solutions

- **Implementation of Vayu's Consumption Metering:**
  Au10tix implemented Vayu's consumption metering solution, which efficiently processes tens of millions of events daily. This robust system significantly reduces the dependency on manual data handling and improves data accuracy and timeliness.

- **End-to-End Automation with Vayu's Revenue and Billing Features:**
  The integration of CRM and ERP, along with full billing cycle automation, streamlined operations and reduced billing delays.

- **Enhanced Reporting and Forecasting Capabilities:**
  Centralized data in Vayu's system improved forecasting and enabled timely, accurate management reporting.

Results

- **Accelerated Billing Process:**
  Au10tix transformed its billing cycle from a lengthy, resource-intensive process into a swift, self-sufficient operation, completing billing within just 1-2 days. This change was made possible by the system's ability to process and calculate invoices for millions of daily events.

- **Real-Time Revenue Insights:**
  The implementation of Vayu's system provided Au10tix with real-time revenue data reports and insights, enhancing the accuracy and timeliness of financial information available to management.

- **Improved Financial Operations:**
  The monthly financial closing process was drastically reduced from 15 days to just 3-4 days, accelerating the company's ability to review and share financial forecasts. Additionally, earlier invoice dispatch improved the company's cash flow, positively impacting overall financial health.

"We cut down our monthly closing process from 15 days to just 3-4 days, which sped up our ability to see and share financial forecasts."

— **Erez Hershkovitz**, CFO, AU10TIX