rev.io

SOPHISTICATED BILLING & CUSTOMER MANAGEMENT SOLUTIONS

SOPHISTICATED
BILLING AS A SERVICE
FOR SKYSWITCH RESELLERS

PATRICK ELLIOTT
VP OF MARKETING AT REV.IO

WILLIAM BRISTER
VP OF CUSTOMER SUCCESS AT SKYSWITCH

TODAY'S PRESENTATION

THREE KEY GOALS:

1. Introduce Rev.io – who we are and why we exist

2. Explain our Billing-as-a-Service (BaaS) ecosystem

3. How we partner with SkySwitch to serve the Reseller marketplace

A PURPOSE-DRIVEN TECHNOLOGY PARTNER

OUR **MISSION**
TO HELP CLIENTS GROW REVENUE EFFICIENTLY

OUR **VISION**
TO BE THE BEST BILLING AND BACK-OFFICE SOFTWARE COMPANY IN THE WORLD BY PROVIDING INNOVATIVE SOLUTIONS AND EXTRAORDINARY SERVICE TO OUR CLIENTS & END USERS

OUR **VALUES**
ACT TOP

ACHIEVING EXTRAORDINARY RESULTS

CARING FOR EMPLOYEES, CLIENTS & COMMUNITY

TAKE RESPONSIBILITY — ACT LIKE AN OWNER

TRANSPARENT LEADERSHIP

OPPORTUNITY TO MAKE A POSITIVE DIFFERENCE

PASSION FOR INNOVATION

REV.IO COMPANY OVERVIEW

WHO WE ARE:

- A market-leading billing and back office software platform

- A partner of communications, IoT and technology service providers with recurring revenue or consumption-based business models

- An enabler of the success of SkySwitch's Reseller community
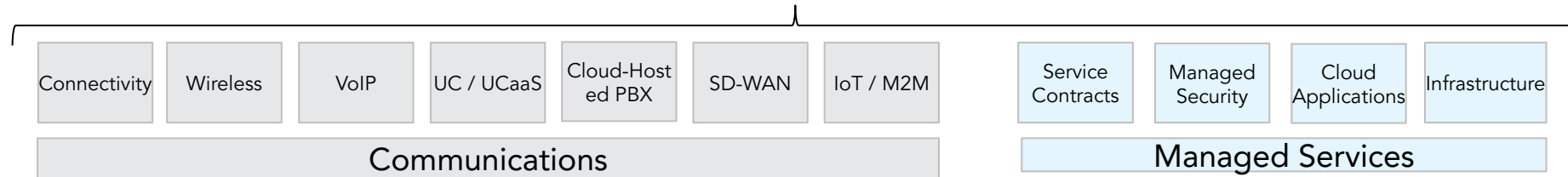
KEY FACTS AND FIGURES:

- Founded in 2002 in Pensacola, FL as Overgroup

- Headquartered in Atlanta, GA since 2013

- Serving nearly 150 direct clients and hundreds of Resellers through our partnership with SkySwitch

- 75 full-time employees (and still hiring)

- 30% growth in ARR in 2019

- 95% of company revenue is recurring from SaaS

- Multiple industry award winner

SERVING A FAST-EVOLVING MARKETPLACE

BROAD SET OF USE CASES ACROSS COMMUNICATIONS AND MANAGED SERVICES

Complex, Subscription, Metered-based Billing Services are Converging

Connectivity	Wireless	VoIP	UC / UCaaS	Cloud-Hosted PBX	SD-WAN	IoT / M2M

Communications

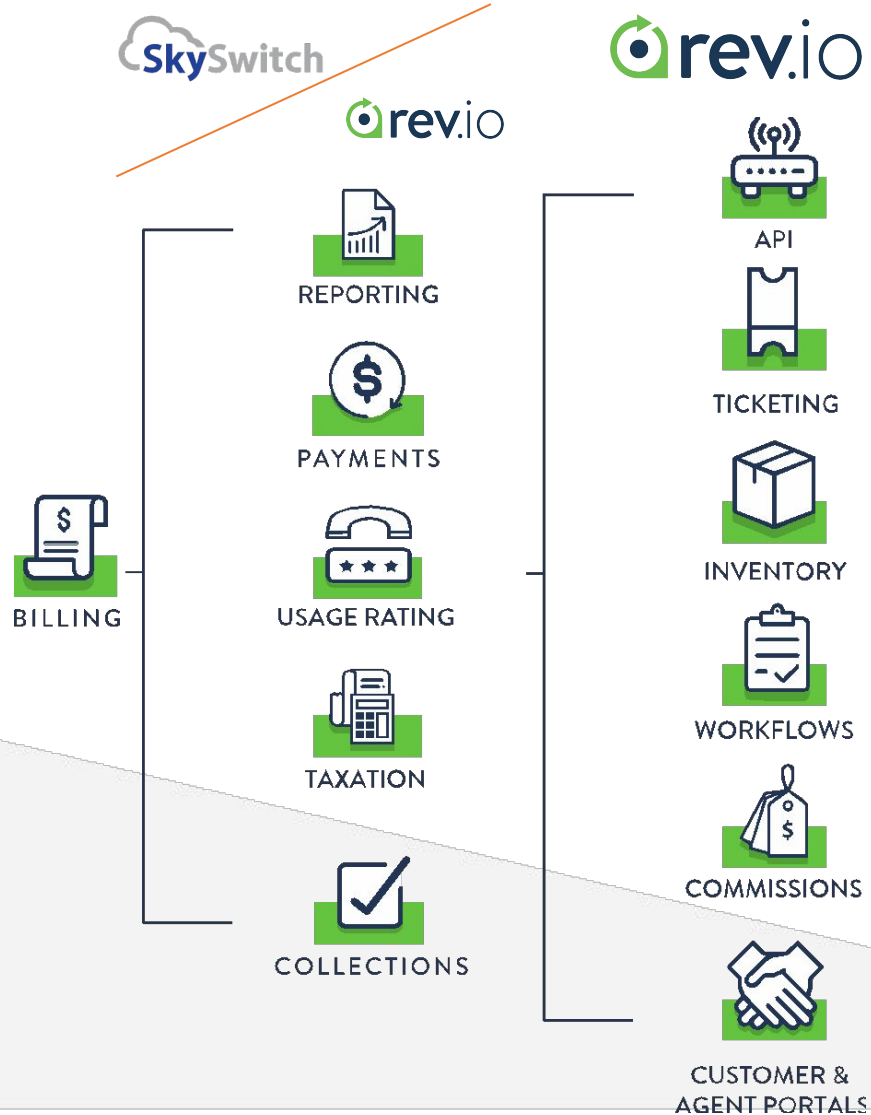| Service Contracts	Managed Security	Cloud Applications	Infrastructure

Managed Services

Recurring revenue streams are challenged in numerous complex ways, including:

-DELAYS DELIVERING NEW OFFERINGS

-COMPLEXITY IN USAGE-BASED PRICING MODELS

-HIGH RISK BILLING ERRORS & REVENUE LEAKAGE

-HIGH EMPLOYEE OVERHEAD & OPERATING EXPENSES

-LACK OF INTEGRATED SYSTEMS

BILLING-AS-A-SERVICE: A COMPLETE PLATFORM

KEY DIFFERENTIATORS:

- Simplifies billing management by combining the services of multiple vendors within one consolidated platform

- Quote-to-Cash capabilities encompass the entirety of the billing cycle and do the heavy lifting of back-end operations

- Provides a secure, reliable and scalable solution through next-generation hybrid cloud infrastructure

- Offers self-service tools to manage all aspects of billing, compliance and customer management

MARKET-LEADING PARTNER ECOSYSTEM

REV.IO'S PARTNER MARKETPLACE SUPPORTS CLIENTS IN:

- Bill Presentment
- Carrier Management
- Carrier Partnership
- CNAM/Caller ID
- Financial Solutions
- Hardware
- Integration Partners
- IT Solutions
- Number Management
- Taxation
- Telephony Platforms
- Usage Analytics
- Wireless Connectivity

https://rev.io/partners/

AN INTEGRATED PARTNERSHIP

Supporting the Premier White Label UCaaS Platform

SkySwitch — The Ultimate White Label UCaaS Platform

QOS Monitoring
- QOS Dashboard -
- Call Trace Visibility -
- SIP Logic & PCAP Access -
- SimpleWan Distribution -

Carrier Network
- Worldwide Call Delivery
- Adaptive LCR Management
- US - Canada - SMS DID's
- DID Routing Portal
- BYOT

Geo-Redundant
- New Jersey - Texas
- CDR-DB-Features-Config
- Minnesota - Nevada(Q4)
- 100% Full Replication
- Superior Uptime

Billing Platforms
Rev.io Multi-Tentant -
Admin Portal -
Customer Bill Center -
Integrated Quoting-
Payment Processing -
Taxation Engine -

Class 4/5 Switch
- Hosted PBX
- SIP Trunking
- Call Center
- Call Queues
- CONF Rooms
- User Portals

Apps & Integration
iOS & Android Apps -
30+ CRM Integrations -
AWS S3 Archiving -
Zap & API Workflows -
Single Sign On -

Best in UCaaS
VMail Transcription -
Call Recording -
Instant Messaging -
Web & Video CONF -
Click to Call - FMFM -
IP Fax -

Realtime Support
- Ticketing System
- Escalation Policies
- Telephone Access
- Instant Messaging
- Weekend Support

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- QUOTE TO CASH
- AUTOMATED COLLECTIONS
- PRICE BOOKS & QUOTING
- INTEGRATION PAYMENT PROCESSING
- CUSTOMIZABLE PROPOSALS
- BILL CREATION & DISTRIBUTION
- EASY 2-STEP ACCOUNT CREATION
- TAX MANAGEMENT
- BULK IMPORT PARENT / CHILD & MULTI-LOCATION ACCOUNTS
- BILLING – SIMPLE RECURRING TO COMPLEX USAGE RATING