

## BENEFITS SNAPSHOT



### 90% GAIN IN BILLING EFFICIENCY

Hours spent on billing tasks reduced by 90%



### 3X BUSINESS GROWTH

Tripled business without having to increase staff



### INCREASED COMPETITIVE ADVANTAGE:

Advanced pricing flexibility allows for creative pricing strategies and deal-making

## THE CUSTOMER

JustLogin is a leading cloud-based HR software solutions provider in Singapore. Offered in a modular management structure, the company's integrated software meets the evolving people-management needs of businesses across a variety of industries.

## JUSTLOGIN'S STORY

With two decades of experience in the human resource management space, JustLogin evolved from a company that focused specifically on office and workflow automation to one that now addresses the full range of its customers HR requirements. Although the company built up an ISO 27001-certified, award-winning suite of cloud-based HR applications, it was struggling with a lack of efficiency and automation on its billing end.

### ▶ THE CHALLENGE

The greatest challenge for JustLogin was the amount of manual intervention required to invoice its customers on a monthly basis. It took two to three team members working overtime for two weeks to bill the company's 800 customers. JustLogin's previous billing system also created barriers for its sales team. The system's lack of pricing flexibility meant sales couldn't get creative with its deal-making. Finally, the company was stuck receiving most of its payments via check and wire transfers.



*Our business has scaled up three times, but we are actually spending less time on billing and more time on the proactive side of the company's expansion.*

**Chiou Hao Chan,**  
COO, JustLogin

## ▶ THE SOLUTION

After reviewing numerous subscription billing solutions, JustLogin selected Fusebill to solve its growth challenges. Since the transition, the company has dramatically reduced the amount of time it spends on billing. Most customers now receive their invoices on day one. And once received, customers have the option to pay immediately with credit cards—a huge convenience for customers and functionality that gets JustLogin paid faster.

## ▶ THE BENEFITS

Since starting with Fusebill, the JustLogin team has **decreased invoicing errors and reduced the time it spends on billing by 90%**. When customers contact the company with issues, they are resolved in record time, resulting in an increased level of customer satisfaction. With automated billing and subscription management in place, **the company has grown by 3X with the same number of employees**. Additionally, the finance team no longer needs to put in overtime to complete the billing process. JustLogin **can now implement various pricing strategies at the customer level**—from tiered to stairstep and volume. With complete pricing flexibility, its sales team can structure deals for customers in whichever way they like. This has given them a distinct competitive advantage. With streamlined automation and the confidence to continue handling rapid growth of its customer base, JustLogin is now looking to move into other geographic areas.

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*We see Fusebill as a nice platform for us to expand regionally because of its capability to handle multiple currencies, different taxation structures, and so forth. It has provided us with the confidence to go into regional markets to handle the billing as effectively as it has to date.*

**Chiou Hao Chan,  
COO, JustLogin**

## More Case Studies

Read other case studies of how leading SaaS, IoT, and Media companies used Fusebill to scale with confidence.

[ALL CASE STUDIES](#)

## Ready To **Do Subscriptions Right?**

Create your test drive account to automate your subscription billing and empower your subscription business for growth.

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