

August “All About Wialon” Webinar

12-12:30 pm ET

Billing Plans

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Agenda

1. New billing plans creation
2. Sales strategy: basic, advanced, premium billing plans
3. Upsell Google service and Extended unit history

1. New billing plans creation

New billing plans creation

- **What?**
- **Who?**
- **Why?**
- **When?**

- What is a billing plan?

Billing Plan Properties – Basic Billing Plan ×

General **Services** → **Template of services**

Service ▼	Status	Limit and cost	Reset	Limit
ActiveX	✓	<input type="text"/>	-- ▼	
Admin fields	—			∞
Advanced reports	✓	<input type="text"/>	-- ▼	
Apps: at Hours of Service	—			
Apps: Dashboard	—			
Apps: Eco Driving	—			
Apps: NimBus	—			
Apps: Sensolator	—			
Apps: Track Player	—			

• Who can create a billing plan?

Browser tabs: CMS Manager, Wialon Hosting Trial, List of Services [Wialon Guide]

Address bar: [Secure | https://cms.wialon.com](https://cms.wialon.com)

Navigation: Dashboard, 10 days, 0 SMS, Apps, 09:50 am (-04), **billingplans**

Only Top User → **billingplans**

Billing Plans

Actions

Create Billing Plan

Search

Filter: Name, Text: *

Search

Hint

To make a copy of an object, hold down the Ctrl key and click on this object in the table.

	Select	Name	Limit by balance	Block by balance	Block by days	Currency format
1	<input type="checkbox"/>	Advanced Billing Plan	-	-	-	\$.02f
2	<input type="checkbox"/>	Basic Billing Plan	-	-	-	\$.02f
3	<input type="checkbox"/>	Premium Billing Plan	-	-	-	\$.02f
4	<input type="checkbox"/>	Wialon Test	0.00	-	0	€.02f

Page 1 of 1 | Displaying 1 to 4 of 4 items

Log

- **Why does top user need a billing plan?**
 - **Custom clean interface**
 - **Better sales**

10:50 am (04)

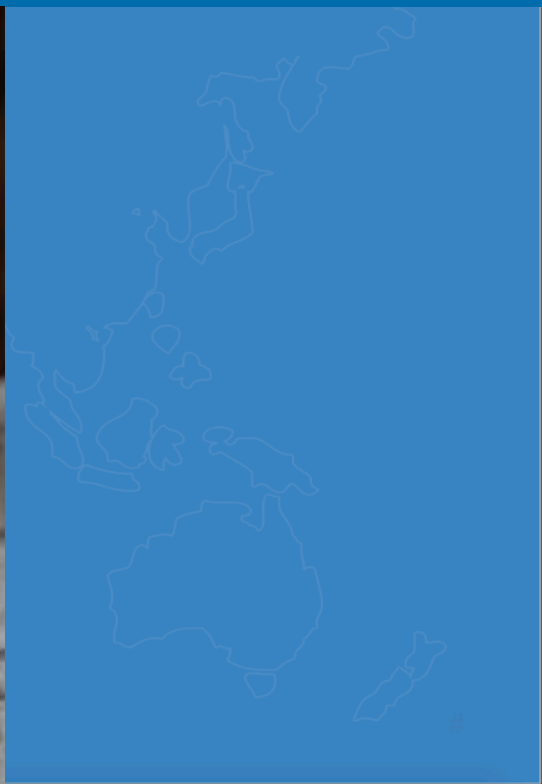
Custom clean interface?



Custom clean interface?

The screenshot displays the Winlon web application interface. At the top, a navigation bar contains tabs for Monitoring, Reports, Geofences, Jobs, Notifications, Users, and Units. A search bar and a billing status indicator (billingClient1) are on the right. The left sidebar shows a list of units, with the selected unit 'UNIT' highlighted. Below this, connectivity settings are displayed: Device type: WiaTag, Unique ID: billing123. The main area is a map of the Boston region, showing major roads, towns, and a scale bar. A red vehicle icon labeled 'UNIT' is positioned near Cambridge. The map includes a scale bar (0 to 2 km) and a copyright notice: Mapping data © 2018 HERE, © 2018 CoreLogic. All rights reserved. The map also shows the coordinates N 42° 29.1988' W -071° 26.4138'.

Custom clean interface



Better Sales (Customize for each customer?)

Customize each account separately

Account Properties – Basic Client3

General **Services** Restrictions Access Custom Fields Advanced Statistics

Service ▼	Status	Limit and cost	Reset	Default	Used
ActiveX	✓	<input type="text"/>	-- ▼	<input type="checkbox"/>	
Admin fields	—			<input type="checkbox"/>	0
Advanced reports	✓	<input type="text"/>	-- ▼	<input type="checkbox"/>	
Apps: at Hours of Service	—			<input type="checkbox"/>	
Apps: Dashboard	—			<input type="checkbox"/>	
Apps: Eco Driving	—			<input type="checkbox"/>	
Apps: Logistics	—			<input type="checkbox"/>	
Apps: NimBus	—			<input type="checkbox"/>	
Apps: Sensolator	—			<input type="checkbox"/>	
Apps: Track Player	—			<input type="checkbox"/>	
Commands	✓	<input type="text"/>	-- ▼	<input type="checkbox"/>	0
Create resources	✓	<input type="text"/>	-- ▼	<input type="checkbox"/>	

Restore Contents Cancel OK

Use billing plans

Account Properties – Basic Client3

General Services Restrictions Access Custom Fields Advanced Statistics

Name: *

Creator:

Account:

Parent account:

Billing plan: **Basic Billing Plan** ▼

Balance: \$0.00

Block: ☐ Blocked

Add payment:

Comment:

Register

Restore Contents Cancel OK

Better Sales (Customize for each customer?)



Better Sales (Use Templates)



- **When does top user create a billing plan?**
 - **Sales strategy defined**
 - **Sales strategy changed**
 - **New dealer client is launched?**

New billing plans creation



H O W ?

New billing plans creation

CMS Manager Management Interface

Dashboard 10 days 0 SMS Apps 09:50 am (-04) **billingplans**

Only Top User →

Billing Plans

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Page 1 of 1 Displaying 1 to 4 of 4 items

Log

2. Sales strategy

(basic, advanced, premium billing plans)

Standard Sales Strategy

- **Basic**
- **Advanced**
- **Premium**

Change of Sales Strategy

- **Basic Fleet**
- **Advanced Fleet**
- **Cold Chain Logistics**
- **School Buses Companies**
- **Aloha Dealer (aloha@support.com)**

3. Upsell

(Google Service and Extended Unit history)



Thank you for your attention!



Questions?