

### August "All About Wialon" Webinar 12-12:30 pm ET

### **Billing Plans**

Anna Demina Account Manager, North America a.demina@gurtam.com



### 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 is a billing plan?

	Billing Plan Properties – Ba	sic Billing Plan		×				
General Services								
Service <del>-</del>	Status	Limit and cost	Reset	Limit				
ActiveX	×		•					
Admin fields	-			×0				
Advanced reports	×		•					
Apps: at Hours of Service	-							
Apps: Dashboard	-							
Apps: Eco Driving	-							
Apps: NimBus	-							
Apps: Sensolator	-							
Apps: Track Player	-							



### • Who can create a billing plan?

CMS Manager × 🗘 Wialon Hosting Trial × 🔇 List of Services [Wialon Guide] × () Anna									
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CMS Manager Management Interface						Dashboard 10 days	<b>0 SMS</b> Apps <del>•</del> 09:50	am (-04) billingplans €	
Accounts	Billing Plans × + Only Top User								
Billing Plans		Select	✓ Name	Limit by balance	Block by balance	Block by days	Currency format	:	
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	2		Basic Billing Plan	-		-	\$%.02f		
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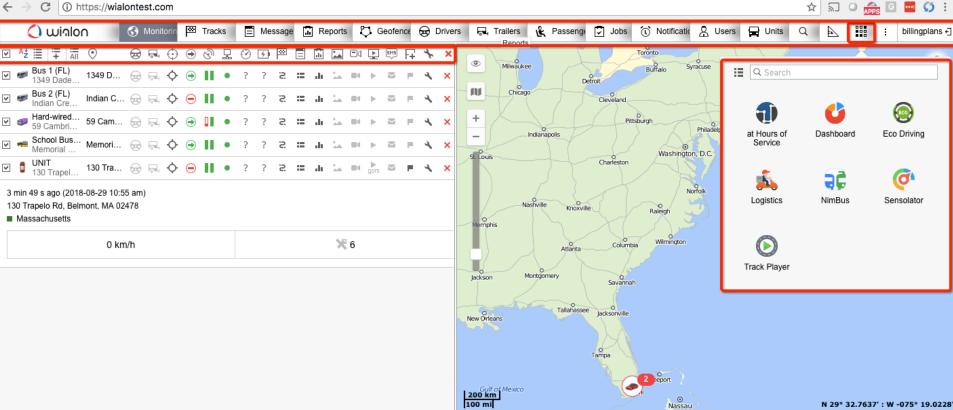
• Why does top user need a billing plan?

- Custom clean interface
- Better sales



### **Custom clean interface?**

C i https://wialontest.com





### **Custom clean interface?**





### **Custom clean interface?**

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### **Custom clean interface**





### **Better Sales (Customize for each customer?)**

#### Customize each account separately

#### Account Properties - Basic Client3 × Services Restrictions Custom Fields General Access Advanced Statistics Service -Status Limit and cost Reset Default Used Ī ActiveX ~ ---Admin fields 0 Advanced reports -~ Apps: at Hours of Service Apps: Dashboard Apps: Eco Driving Apps: Logistics Apps: NimBus Apps: Sensolator Apps: Track Player Ī Commands ~ ---0 ī Create resources ~ -Restore Contents Cancel OK

#### Use billing plans

Account Properties - Pasia Client?

Account Properties - Dasic Chemo								
General Services	Restrictions         Access         Custom Fields         Advanced         Statistics							
Name: *	Basic Client3							
Creator:	Basic Client3							
Account:	Basic Client3							
Parent account:	billingplans_mgr							
Billing plan:	Basic Billing Plan 🗸							
Balance:	\$0.00							
Block:								
DIOCKED								
Add payment:	0.0							
Comment:								
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### **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





### New billing plans creation

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CMS Manager Management Interface					Dashboard 10 days	<b>0 SMS</b> Apps - 09:50 ar	m (-04) billingplans €	
Accounts	Billing Plans × + Only Top User							
Billing Plans Actions	Select	- Name	Limit by balance	Block by balance	Block by days	Currency format :		
Create Billing Plan Create Billing Plan Filter: Text: Name	1	Advanced Billing Plan	-	-	-	\$%.02f		
	2	Basic Billing Plan	-	-		\$%.02f		
	3	Premium Billing Plan	-	-	-	\$%.02f		
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## 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!

Anna Demina Account Manager, North America



### **Questions?**

Anna Demina Account Manager, North America