

# Compass:

## A quote-to-cash workflow and governance system that keeps your service delivery heading in the right direction

ThinkOn



### **Make your service delivery journey simple**

(and ensure your sales don't head south)

No one wants to experience chafing during a hike or during a sales cycle. Low friction transactions, that won't rub you or your subscribers the wrong way, come from having a clear path from quote to billing—with built-in performance reporting along the way.

ThinkOn Compass provides a streamlined and automated approach to order, subscriber, and service management that creates an exceptional experience for you—and your customers.

### **Forge a clear trail from quote to invoice**

**McKinsey & Company reports that improving the as-a-service quote-to-cash process could help trim end-to-end costs by 15 to 20%.<sup>1</sup>**

Compass is an integrated quote-to-cash full-service management portal that boosts efficiency and improves your chances of successful sales and collections. Beyond just invoicing software, Compass is a single point of control for subscriber-base and account administration and services monitoring.

With Compass, you can effortlessly manage all the independent tasks that make up the quote-to-cash subscriber cycle, enabling your sales team to deliver accurate information to customers quickly, reducing order and invoicing errors and improving analysis and forecasting.

Compass simplifies order management and allows you to manage your subscriber base, provision new services, and visualize your solutions.

It easily integrates with almost any CRM through an API, and supports:

- Self-service or full-service customer interactions
- Complete white labelling
- Subscriber and reseller communications
- Localization customization for currency and language
- Public and private product catalogues

Built-in automation frees resources from time-consuming administrative tasks, so they have more time to build critical relationships, deliver excellent customer care, and help your sales climb.

## “ThinkOn Compass helps us stay nimble and agile so we can meet clients’ needs quickly.”

– Glenn Kemp, Managing Director, Clear Concepts

### Reflect your brand identity and location

Customize ThinkOn Compass for your regional needs with multi-currency and multi-lingual support.

### No need to mention us—at all!

With white label capabilities and the capacity to customize the core URL, no one will know that it’s ThinkOn technology that’s hard at work.

### Made to fit where you need us

Compass can be integrated with almost any existing in-place infrastructure and with existing CRM applications.

### We’re serious about security

At ThinkOn, security informs everything we do—from creation to execution to maintenance. So, when we build a solution, we build in security right from the start and conduct regular security and process audits on our software development platforms.

The infrastructure supporting Compass undergoes regular penetration testing and vulnerability scans.

All the data stored in Compass is encrypted while at rest; none of that retained data would enable a system infiltrator to gain access to any of your infrastructure.

Because Compass is developed under our roof, it doesn’t suffer from offshore supply chain issues.

And it’s our team of Thinkers, with security-first mindsets, who stand behind it.

The ThinkOn logo features the word "ThinkOn" in a white, sans-serif font. The letter "O" is replaced by a white icon of a power button, consisting of a circle with a vertical line through its center.

Reach out.  
We’re here to help!

sales@thinkon.com  
(844) 888-4465

<sup>1</sup> McKinsey, “Streamline the quote to cash journey for as-a-service sales.”  
<https://www.mckinsey.com/capabilities/operations/our-insights/streamline-the-quote-to-cash-journey-for-as-a-service-sales>