Pricing Overview

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Summary

LogiSense Billing supports flexible pricing models that can accommodate recurring subscription charges, one-time charges, usage-based rating, and tiered pricing. Pricing can be configured at the catalog level and then adjusted or overridden at the account level when customer-specific commercial requirements need to be applied.

Why It Matters

Pricing is where a product offer becomes a revenue model. Businesses need pricing controls that support standard catalog pricing while also allowing for customer-specific arrangements, tiering, state-based charging, and dynamic usage monetization.

Business Problem It Solves

Modern monetization models often need to support:

- recurring subscription pricing
- one-time fees and event-based charges
- usage-based monetization
- tiered or quantity-driven price structures
- regional or account-specific pricing adjustments

LogiSense Billing allows businesses to express these pricing models without building separate logic outside the platform.

Core Concepts

Catalog-Level Pricing

Base pricing is typically defined as part of the catalog so that standard product offers have a repeatable commercial baseline.

Account-Level Overrides

Pricing can be adjusted at the account level when specific customer agreements require different rates, structures, or overrides.

Recurring Pricing

Recurring pricing supports subscription-style billing based on package frequency and service lifecycle state.

One-Time Pricing

One-time pricing supports charges that occur only once, whether as a direct one-time fee or as part of a lifecycle transition.

Usage Pricing

Usage pricing supports dynamic monetization where the billed amount depends on actual consumption and rating logic.

Tiered Pricing

Tiered models allow pricing outcomes to vary based on thresholds, counting rules, or volume patterns.

How LogiSense Supports It

LogiSense Billing supports pricing through:

- price books and price book regions
- account price plans

- recurring, one-time, and usage pricing structures
- state-based subscription charging
- tiered pricing and counting rules

This allows a business to keep pricing strategy connected to product structure, customer agreements, and billing execution.

Common Use Cases

Standard Subscription Pricing

A business defines recurring charges for a service and bills them monthly or yearly according to the package frequency and lifecycle state.

Customer-Specific Commercial Terms

A strategic customer receives account-level price overrides while the base offer remains anchored in the shared catalog.

Tiered Monetization

The business uses counting rules or tier thresholds so pricing changes based on volume, quantity, or service mix.

Mixed Revenue Models

An offer includes recurring subscription charges, one-time commercial events, and usage-based charges within the same customer relationship.

Important Considerations

- Pricing design should always be reviewed together with catalog design and billing behavior.
- Account-level overrides are powerful, but they should be used intentionally so the reason for divergence from standard pricing remains clear.

- Tiered pricing depends on clear counting logic; ambiguous counting rules can create confusion in expected billing results.
- Pricing documentation should describe both the business intent and the operational configuration pattern.

Service and Subscription Pricing

Price configuration is a crucial element of subscription management. Pricing can be configured at the catalog level and overwritten at the account level. Three types of pricing are available:

- **Recurring:** This is your recurring subscription charge that can be configured per service and per service state. Recurring charges can be set up to recur at a given frequency; the recurrence interval is defined by the Package Price Frequency. The following price frequencies are supported: Month, Year.

  Recurring subscription charges can also be configured to have different states (e.g. Active, Suspended, Trial, On-hold) customizable to your services. Different subscription charge amounts can be configured for the different states of your subscription lifecycle.
- **One time/Non-Recurring:** Services can be configured to be a simple non-recurring one time charge as part of a package. Another way of creating one-time charges is though different state transitions for a subscription.

  A subscription could have different state transitions such as a transition from Trial to Active or Active to Suspended. A one-time transition charge can be applied to these state transitions. Note that the charge will be applied each time the state transition occurs. As an example, to represent a one-time delivery charge for instance, a service can be set up with 2 states: Inventory and Delivered and the one-time delivery charge will be initiated on the transition from Inventory to Delivered lifecycle state change.
- **Usage pricing:** This is dynamic pricing that is configured based on how much usage was consumed.

Recurring and nonrecurring charges can be directly configured on a service, while usage charges are configured through rate plans and allocation buckets. Rate plans and buckets are separate entities that can be applied to the service.

Pricing can be configured for each subscription state. As the subscription transitions to a different state, the recurring charge for the new state takes over. In a prepay scenario, customers prepay for the package up front for the period. If the service changed states during the period, the charges based on the new state are computed in a prorated fashion and the customer is offered a discount (or surcharge) in the next billing period based on the revised prorated charge.

Associated with service pricing is the currency in which the price will be offered. Prices can be configured for each supported currency to facilitate multi locale and multi-currency pricing. The account currency *must map* to one of the supported currencies in order for a package to get applied to an account; the subscription price that the account inherits, is the price matching the currency of the account.

Timed Discounts

LogiSense Billing provides the facility to override pricing at the account level. This allows the administrator to customize pricing for that account and handle discounting options.

A discount can be a price override, or handled as a fixed or percentage offset from the catalog price. Furthermore, timeframes can be setup on discounts to handle promotional periods – e.g. 10% off the purchase price for a period of 6 months. The discount term is specified in billing periods; for a monthly package frequency, the discount period will be specified in months while for an annual frequency, the discount time-frame will be specified in years.