

# How TRU Solutions cuts billing time by 98% with ZoneBilling and ZoneReporting



TRU Solutions, an industrial software company, was losing three days every month to billing. Every invoice built from scratch. Every line item manually calculated across 200+ clients. Aged receivables hit six figures.

Once they moved billing into NetSuite with ZoneBilling and layered in ZoneReporting to track churn and revenue retention, the shift was immediate. Billing shrank from three days to 1.5 hours. Six-figure aged AR dropped to \$30,000. And for the first time, finance had the bandwidth to focus on what mattered: better reporting for execs and their PE firm, smarter payment workflows and well-earned advancements for the finance leadership team.

TRU Solutions provides digital compliance and asset tracking software for industrial sectors including shipbuilding, energy, oil & gas and renewables, helping companies capture real-time field data to streamline inspections and meet regulatory standards.

#### **trusolutions.com**

**Industry:** Industrial software

**Headquarters:** Houston, Texas

**Company size:** 51-200

**Customer since:** January 1, 2024

**Products:** ZoneBilling and ZoneReporting

**Integrated software:** NetSuite and Power BI

**Implementation partner:** The Vested Group

**Involved teams:** Finance

#### **Key outcomes:**

- ✦ **98% drop in billing time**, cut from three days to 1.5 hours
- ✦ **15+% YoY revenue growth** without adding headcount
- ✦ **50% faster** month-end close