



**Subscription
Billing**

CASE STUDY

QTS save 11 days on end-of-month close cycles with Binary Stream

Company overview

QTS Data Centers (QTS) is a leading provider of hybrid colocation and hyper-scale data center solutions across a diverse footprint encompassing over seven million square feet of mega-scale data center space, over 600 megawatts of critical power and access to over 200 networks across North America and Europe. They deliver secure, compliant infrastructure solutions, robust connectivity, and premium customer service to leading technology companies, enterprises, and government entities.

Identifying complexities

QTS was operating a total of 33 separate Dynamics databases—a significant number of core processes were redundant and time-consuming. Using Microsoft Dynamics to manage their business flow, QTS found themselves requiring additional customization to meet their specific needs and tackle the complexities of scaling their operations.

The challenges

- Unable to automate billing to align with their subscription billing pricing model.
- Difficulties with revenue recognition and deferrals due too Dynamics not being designed to handle their subscription billing pricing model.
- 33 separate databases causing bottlenecks in productivity.
- Difficult aligning and consolidating data across their multiple entities.
- QTS was operating twelve data centers with multiple databases at each, leading to redundant and time-consuming processes.
- Difficult to consolidate data for financial statements, as historical and audit trails were unreliable with so many different databases.
- 38,000 unrecognized deferral entries that were processed manually from the multiple databases they were utilizing.

“We have customers with work orders in multiple facilities. With Binary Stream, we are able to effectively manage our monthly invoicing and apply corresponding payments across invoices in multiple facilities”






Kitty Geiger, Senior Dynamics System Administrator at QTS

The solution

After a thorough search, QTS chose Binary Stream to help consolidate its multiple databases into a centralized environment. At the time, they had 12 data centers across the U.S. and multiple Dynamics databases for each of these facilities.

By fully integrating with Dynamics, we could leverage their familiarity with their current interface for a painless transition to the new tools. The combined solution of our Multi-Entity Management and Subscription Billing Suite created a robust set of tools designed to meet the complex needs of their growing data centers.

The benefits

-  Streamlined QTS' database infrastructure to a single database environment.
-  Centralized AR, AP and POP processes, which are accessed from a single database by a centralized team.
-  Created a fully automated audit trail for posted, voided and corrected entries, as well as fully automated intercompany transactions such as transferring fixed assets or bank transactions between their data centers.
-  Simplified complex deferrals by creating deferrals by line item and building schedules allowing for complete control over the timing of sub-ledger and GL recognition postings.
-  ASC 606 compliance enabled with advanced revenue recognition and deferral tools.

The results

12+

new data centres

opened since implementation .

1

centralized environment

to better manage financial consolidation.

30 %

decrease in redundant processes

through automation across all entities.

11 days

time saved per month

on the previous month-end close cycle .

Learn how Subscription Billing can help your organization scale



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