

# Continuous Digital Wallet

Sell and manage complex usage and consumption models in Salesforce

Continuous Digital Wallet runs directly inside Salesforce, enabling teams to launch, sell, and manage complex usage and consumption models while keeping balances accurate across channels as customers consume services.

## Solution Details

Usage-based and credit-based pricing models often break down because teams lack a reliable way to track balances and apply consumption accurately. Balances fall out of sync, usage is reconciled manually, and Sales and Finance end up working from different numbers.

Continuous Digital Wallet addresses this by managing credit and commitment balances directly inside Salesforce using governed logic. As customers consume services, usage events automatically update balances so they reflect what has actually been used.

Sales, Operations, and Finance all work from the same balance data. Remaining credits are always visible, manual tracking is eliminated, and ad-hoc reconciliation and end-of-month cleanup are no longer required. Credit balances stay aligned with how products are sold and how customers actually consume them.

## Key Features

### Design and sell credits the way customers actually buy.

- Support monetary and virtual credits tracked by amount or quantity
- Handle multi-currency, promotional, trial, and goodwill credits
- Sell bundled, ramped, and multi-year credit packages
- Stack credits in shared pools and define overage behavior

### Control how credits are applied, consumed, and extended over time.

- Apply credits at the account, contract, hierarchy, or channel level
- Use credits across multiple products or restrict to specific ones
- Support top-ups, rollovers, extensions, and renewals
- Automatically apply usage using configurable consumption rules
- Handle split usage, corrections, and overage tracking

### Make credit usage transparent and defensible.

- Maintain a complete credit and usage ledger with point-in-time balances
- Track purchases, consumption, adjustments, rollovers, and expirations
- Report on credit activity using Salesforce reporting
- Provide Finance with clear traceability for audits and reconciliation

### Give Finance and Operations control with governance and auditability

- Adjust balances with permissions, approvals, and audit trails
- Freeze, suspend, resume, or change credit validity dates
- Enforce segregation of duties and audit-ready controls



**Launch and run complex models in Salesforce without custom code**

### Speed to Market

Launch and evolve complex usage and consumption models directly inside Salesforce without re-architecting systems or rebuilding logic as your business changes.

### Governed Accuracy Over Time

Governed logic keeps credit balances accurate as usage occurs, with an auditble credit ledger that holds up across renewals and contract changes.

### Operational Simplicity at Scale

Run complex usage and consumption models inside Salesforce without manual tracking, reconciliation cycles, or additional systems to manage.

## How It Works

Continuous Digital Wallet works by managing credits and commitments directly inside Salesforce and applying usage automatically as customers consume. This ensures balances remain accurate over time and usable across sales, operations, and finance workflows.

### Launch & Sell Complex Models

Credits and commitments are configured and sold directly inside Salesforce using existing selling and pricing workflows.

### Monitor & Track Credits

As customers consume services, usage events automatically reduce the appropriate credit or commitment balances based on governed logic.

### Ongoing Balance Management

Balances can be reloaded, adjusted, or extended over time to support ongoing usage and changing customer needs.

### Finance & Billing Alignment

Credit and usage data remain accurate and available to support billing and finance workflows without manual tracking or reconciliation.



"We're thrilled about our partnership with Continuous. By leveraging Salesforce and Continuous as the cornerstone of our tech stack, we're paving the way for seamless growth without the operational headaches."

*David Burton, Group Director, Information*

## The Continuous Advantage

### FLEXIBLE

Built to handle modern monetization today and evolve as your pricing strategies change.

### PROVEN

Deployed successfully in complex Salesforce and NetSuite environments, supporting real operational scenarios.

### CERTIFIED

Delivered through a certified NetSuite SuiteApp and Salesforce applications, ensuring clean alignment with native platform behavior.

### SEASONED

Built by experts in complex quote-to-revenue processes with experience solving scenarios that operate reliably in real-world environments.



Continuous helps B2B companies modernize and future-proof their quote-to-cash process directly inside Salesforce and NetSuite. By embedding pricing, usage, and credit models into the platforms teams already use, Continuous eliminates the need for another system, portal, or integration layer. With Continuous, Sales can quote and close faster, Finance gains confidence in forecasts and compliance, and Product can launch new pricing and packaging strategies without bottlenecks.



[www.continuoustech.com](http://www.continuoustech.com)



(650) 285-3558



[steve@continuoustech.com](mailto:steve@continuoustech.com)