



Case Study

Opsource Billing Streamlines Mumboe's Online Purchase Process

"Mumboe's 'walk up to the web' sales model is a key competitive advantage, so it was critical for us to find a quality billing partner to handle those transactions. OpSource Billing allows us to offer automated credit card billing services to our customers while focusing our own efforts on developing the core Mumboe application."

— Scott Diedrick
Director of Development
Mumboe

On-Demand Application Offers Businesses an Affordable Choice

Mumboe is an online application that makes it easy for businesses to manage the agreements that define their relationships with customers, partners and employees. Using Mumboe, organizations can create, store and share agreements in a secure, central location, and track the key agreement details that impact their business. A free account lets customers try the software before they buy with no time limit. When they're ready, customers can upgrade to a paid account using a credit card with no long-term subscription required. This "pay as you go" pricing model makes Mumboe the easy, affordable choice for cost-conscious businesses.

Mumboe Requirement

Mumboe markets its solution to "Corporate Consumers," individual business professionals and organizations that need a simple, affordable solution they can begin using immediately. To make it easy for these customers to do business with Mumboe, the company wanted a simple yet scalable credit card processing system with automatic billing capabilities for thousands of users. With OpSource Billing, Mumboe is able to offer business customers an affordable, easy solution with no complex installation or upfront budget requirements. In addition, Mumboe needed a billing provider with Level 1 PCI DSS compliance – a critical requirement for online credit card transactions.

Complete Solution

After careful consideration, Mumboe chose OpSource Billing for its on-demand model, scalability and flexibility.

"It took us only three weeks to integrate OpSource Billing into the Mumboe application. Had we developed it ourselves, we

Customer Profile



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Industry
Online Business Software

OpSource Solution

- OpSource On-Demand
- OpSource Billing

Key Benefits

- On-boarding of customers, both on-line and off-line
- Bill preparation and payment processing
- Customer account maintenance
- Integration with Finance and CRM systems

would have had to devote well over two months to the project – and that effort wouldn't have included all the features, reliability and scalability that the OpSource Billing solution offers." – Scott Diedrick, Director of Development, Mumboe

In addition to saving critical engineering and development time, the OpSource Billing solution also offered Mumboe valuable customer service and support.

You Build It. We Deliver It.

Why OpSource?

"We found the OpSource Billing support team to be a great resource. They worked closely with us throughout the course of the project, and have been very responsive in answering our questions and supporting our requests." – Scott Diedrick, Director of Development, Mumboe

About OpSource

OpSource™ delivers Software-as-a-Service (SaaS) and Web applications for on-demand companies, with hundreds of applications, millions of users and billions of transactions supported daily. OpSource On-Demand™, the leading Web operations solution, is defining how Web-based software is delivered. By choosing OpSource as their Web application delivery partner, companies are freed from investing in and managing the complex and costly infrastructure and services necessary to deliver applications over the Web. They can instead focus their resources on developing, marketing and selling their applications and services. Further, by using OpSource Connect™ companies can leverage Web services such as OpSource Billing™, OpSource Analytics™ and OpSource End-User Support™ and integrate their applications with other SaaS applications over the Internet as well as with enterprise applications behind the corporate firewall. OpSource On-Demand is suitable for companies at any stage of growth, with any type of on-demand application. OpSource is the only company to offer Success-Based Pricing, a unit-based pricing model that allows businesses to begin with a modest minimum commitment and scale expenses as revenues increase.

Headquartered in Santa Clara, CA, OpSource has Web application delivery centers in Virginia, London and Bangalore. For more information about OpSource, visit www.opsources.net.



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