

Case Study

**From Complexity to Clarity:
Unified Monetization Across a Rapidly
Growing Business**

QUISITIVE

Company Overview

Quisitive is a premier, global Microsoft Partner that harnesses the Microsoft cloud platform, AI, and complementary technologies, including custom solutions and first-party offerings, to generate transformational impact for enterprise customers. With a nationwide presence and a strong portfolio of acquired capabilities, Quisitive serves clients across financial services, healthcare, manufacturing, retail, and other industries.

Business Challenge

As Quisitive scaled, it faced growing pains in its operational and financial systems.

Key challenges included:

- Disconnected and homegrown billing systems, including one maintained for over 20 years
- Limited visibility into revenue data, especially before GL posting
- Multiple billing models with nuanced pricing logic, rollover balances, and true-ups
- High-cost, high-overhead processes that consumed valuable IT and finance resources
- A critical need for speed, accuracy, and ease of integration across acquired businesses

Quisitive required a scalable solution that could consolidate operations, simplify complexity, and support continued expansion—without relying on custom code or internal builds.

Why Gotransverse

After evaluating multiple solutions, Quisitive selected Gotransverse for its ability to support complex billing logic, simplify integrations, and deliver lasting value.

“

We looked at a number of solutions and very few of them even came close to meeting our needs for extensibility and being able to handle a complex billing rule set. Combine that with the Gotransverse team's deep billing expertise and consultative sales approach and the choice was straightforward.”

— Steven Balusek, Executive Vice President, Global IT and Innovation



Results

With Gotransverse, Quisitive streamlined operations, accelerated innovation, and supported future expansion through:

- **Automated complex billing scenarios** across all subscription models and acquired businesses
- **Simplified integration** with CRMs, ERPs, and future systems through robust APIs
- **Improved financial visibility**, enabling accurate data flow before, during, and after posting to the GL
- **Reduced resource overhead**, allowing staff to focus on strategic, high-value initiatives
- **Enabled rapid rollout** of new pricing models without custom development

Gotransverse proved to be not only a capable solution provider but also a collaborative, people-first partner—key to Quisitive's long-term growth strategy.



**Build for Scale With
Gotransverse**

Request a Demo

About Gotransverse

Gotransverse delivers a fast, flexible billing and revenue management solution. Our intelligent cloud-based software was built by industry experts to handle the most complex pricing models. Since 2008, we've partnered with companies to streamline operations and unlock revenue potential, ensuring they can scale with confidence. From our headquarters in Austin, Texas, Gotransverse leads the way in enterprise monetization. To learn more, go to gotransverse.com.