Master Revenue Lifecycle Management and drive market leadership

Change and complexity demand a new approach to revenue management

Rapid market consolidation, customer disloyalty, unfriendly regulatory conditions, and demand for fast expansion into new markets are putting incredible stress on retail energy providers. The problem is compounded by the use of technologies and solutions that focus too narrowly and provide incomplete offerings that simply do not scale.

In these complex industry times, the key to market leadership is to expand beyond the narrow focus on bill creation, customer correspondence, or printing of most solutions providers. You need holistic revenue management tools that allow you to optimize and simplify throughout the entire revenue lifecycle.

AES Revenue Lifecycle Management (RLM) is the only solution for the retail energy industry that enables broad revenue and customer management capabilities throughout the customer relationship lifecycle. This allows retail energy providers to bill faster and more accurately, enter or migrate markets more easily, and retain more customers. In comparable industries, companies that adopt a holistic RLM solution are 46% more likely to achieve market leadership in revenue growth and 36% more likely in profitability.

Taking a comprehensive approach to RLM is challenging for point solutions providers. Not only do they lack scale, but they lack experience integrating technology with strategic business processes that offload expensive operational burden from their customers. But with Aurea, retail energy providers benefit from a full Business Process Outsourcing solution, powered by best-in-industry RLM technology. This is the most cost-effective and comprehensive strategy for achieving market leadership.

Transform an operational burden into a bottom line booster

From entering a new market and creating new products, to onboarding and billing new customers, to managing long term retention strategies, AES Revenue Lifecycle Management helps retail energy providers achieve customer, revenue, and profitability market leadership with:

REVENUE LIFECYCLE MANAGEMENT BENEFITS:

- *Simplify Revenue Lifecycle Management*
- *Supports more than 350M transactions per year*
- *Streamline operations and reduce costs*

Faster payments and easier collection
We know what matters and we automate it. From generating reminder emails to initiating disconnects, from move-out transactions to handling collections alerts, Aurea RLM helps you secure payment quickly and more cost effectively.

Holistic process compliance, so you can differentiate in market
We process the most complex utility fees, consumption data, rate packages, and promotions easily and precisely, so there are no limits to the products you can create. And, we do it across all bill types, including Supplier Consolidated and Dual, and Utility Consolidated, including Bill Ready, Rate Ready and Purchase of Receivables.

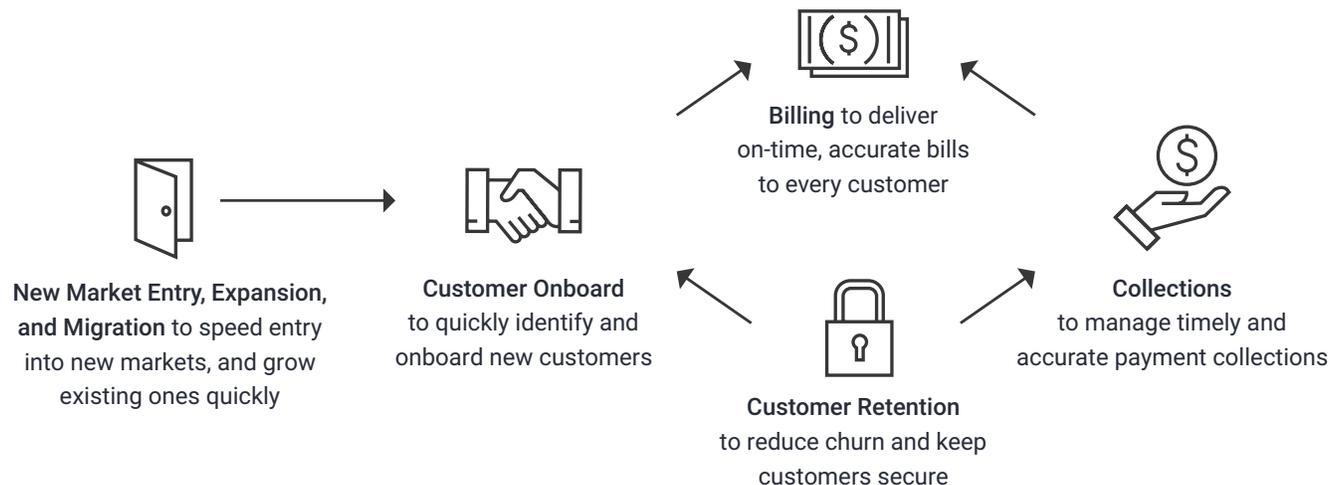**Rapid market expansion and migration**
Through a powerful combination of advanced automation technology and industry specific processes, we can bring customers into new markets in as little as two weeks, monitored 24x7 by centralized subject matter experts. Unlike competitive offerings, AES RLM provides new customers with unlimited market migrations for free.

Advanced automation
AES RLM provides a robust event-model that allows retail energy providers to dynamically react to critical customer realities. Combined with services like automated notifications, you can easily identify churn triggers and alert retention teams. You'll also be able to reduce technical support calls from new enrollees by triggering automatic "welcome" emails immediately after account setup.

Flexible integration and scalability
AES Revenue Lifecycle Management is a SaaS-based solution that scales seamlessly as your business grows. It has a robust API framework that easily integrates with your existing technology infrastructure, future-proofing you against compatibility concerns and vendor lock. And, with AES RLM you have access to all of your customer data, including customer information and market transactions, all the time.

Billing to deliver on-time, accurate bills to every customer

Collections to manage timely and accurate payment collections

Customer Retention to reduce churn and keep customers secure

Customer Onboard to quickly identify and onboard new customers

New Market Entry, Expansion, and Migration to speed entry into new markets, and grow existing ones quickly

Smart energy retailers need a smart solution

Aurea understands the dynamics and challenges confronting retail energy providers. We've designed AES Revenue Lifecycle Management as a comprehensive managed service that enables energy retailers to offload the complexity and cost of retail billing with a simple, scalable platform to support market growth.

Ready to get started with Aurea Revenue Lifecycle Management?

Contact us now ›

Aurea Energy Solutions Revenue Lifecycle Management benefits include:

Revenue lifecycle management solutions at enterprise scale
AES RLM is designed for enterprise scale, stability, and performance. Focused on the retail energy revenue lifecycle, we pride ourselves on being the most nimble and cost-effective provider in the industry.

Proven, large-scale data exchange
As one of the largest EDI transaction services providers in retail energy, AES RLM connects dozens of competitive energy companies with hundreds of information trading partners. You get full support for "any-to-any" formatting, comprehensive end-user tools, and a secure web portal for full transparency throughout the transaction process.

Fully managed to ease complexity and reduce cost
AES RLM is a managed service that responds to changing market needs. Our SaaS-based approach reduces IT investments, and delivers operational simplicity so you can stay focused on your business. And, with its robust API catalog, RLM can intelligently integrate with key technologies throughout your enterprise.

Real-time, actionable insight
AES RLM is the only solution that delivers real-time business and operational insights to manage customer acquisition, retention, and payments. Comprehensive analytics deliver actionable metrics and KPI tracking for backoffice operations, revenue achievement, payment and processing status, and more, so you can proactively manage your business.

100% compliance in every market
Increased regulatory complexity makes compliance even more fundamental to business operations. Aurea Energy Solutions proactively monitors state regulatory working groups, and integrates compliance changes into the RLM platform so you'll never be caught by surprise. We guarantee compliance with all IT regulatory requirements, and streamline adherence to industry standards — including PCI, SOC1, and others — to ensure data security.AES Revenue Lifecycle Management is a SaaS-based solution that scales seamlessly as your business grows. It has a robust API framework that easily integrates with your existing technology infrastructure, future-proofing you against compatibility concerns and vendor lock. And, with AES RLM you have access to all of your customer data, including customer information and market transactions, all the time.

AUREA REVENUE LIFECYCLE MANAGEMENT

With more than 20-years experience, Aurea Energy Solutions provides Revenue Lifecycle Management for more than three million accounts in the retail energy market. We serve more than 120 utilities in 22 jurisdictions, and manage over 350 million transactions per year. When it's time for enterprise-scale performance and stability, coupled with deep retail energy expertise, it's time for Aurea Energy Solutions.

Contact us to learn more about
Aurea Revenue Lifecycle Management

Contact us now ›

Aurea
Experience Success.