Multi-party billing rethought: How platform models become scalable through automated credit notes

Nitrobox presents solution for one of the biggest scaling hurdles of digital ecosystems - Webinar recording available

Hamburg, May 2025 - Digital business models, especially B2B marketplaces, platform economies and service-based revenue models, harbour enormous growth potential. However, they are often slowed down in their scaling by an inconspicuous operational bottleneck: the billing and redistribution of revenue to the partners involved.

In practice, revenue sharing usually takes place via traditional incoming invoices from the partners to the platform operator ('merchant of record'). Each of these invoices has to be manually checked, assigned to an account and posted - a process that takes an average of 29 minutes per document. As the number of partners and transaction frequency increases, this becomes an insurmountable bottleneck and means a massive loss of efficiency and margin for CFOs.

The problem: Manual incoming invoices slow down scaling

In platform-based business models with complex, multi-level value chains, such as those found in electromobility, the IoT sector or digital service ecosystems, several partners are often involved in a single transaction. The manual model for invoice verification is reaching its limits. It prevents automated month-end closings, increases the susceptibility to errors and ties up considerable human resources in the finance and accounting teams. The consequences: delayed reporting, increased compliance risks and limited expansion.

The solution: Automated credit notes instead of manual invoice verification

This is where Nitrobox comes in and establishes a new standard with fully automated multi-party billing based on credit notes. Instead of passively accepting invoices, the platform generates rule-based credit notes for each partner - including automated account assignment, posting and audit-proof documentation.

The advantages for CFOs and finance leaders:

- Elimination of incoming invoice verification, i.e. no more manual document processing
- Accelerated month-end closing - thanks to end-to-end automation
- Scalability through standardisation - even with increasing complexity
- Higher margin and efficiency - freeing up qualified resources
- Compliance by design - tax and legally compliant implementation

Functional highlights overview:

- Automated billing of commissions, fees and revenue shares
- Support for complex revenue models (subscription, pay-per-use, one-time, hybrid models)
- Real-time tax calculation and distribution
- Seamless integration into existing ERP and financial systems
- Transparent, auditable, end-to-end automated and therefore highly scalable processes

An English-language, practice-oriented webinar was held on 20 May 2025 to present this innovative solution:

'Revenue Sharing Without the Headache'

The event was aimed specifically at CFOs and decision-makers from companies with complex, digital business models of various designs (subscription, pay-per-use, one-time, hybrid models), which are based in particular on a marketplace or platform economy.

The webinar was moderated by Jürgen Schmiezek (Chief Growth Officer) and Daniel Hofmeister (Technical Product Manager) from Nitrobox.

Watch the recording here