

# HYBRID PRICING LAUNCH READINESS CHECKLIST

Five operational control points.  
One successful launch.

RAVUS

☑ Use this checklist to validate readiness across your billing operations before go-live.

1



## AMENDMENT CONTROL

Contract changes behave predictably mid-term

- Amendment policy defined for all change types (upgrade, downgrade, quantity, term, credits, commitments, swaps)
- Proration, co-terming, and effective date rules documented
- Usage, credits, and minimums treatment defined for mid-cycle changes
- Invoice and revenue impacts for each change type are understood
- Amendment scenarios tested end-to-end

2



## ENTITLEMENT ALIGNMENT

Entitlements stay aligned with what was sold and what is delivered

- Entitlement rules mapped to offers, packages, and plan versions
- Entitlements update automatically with plan or package changes
- Usage meters preserved or reset per policy
- Provisioning, access, and entitlements validated end-to-end
- No orphaned or misaligned entitlements after amendments

3



## RATING & USAGE ACCURACY

Rating logic handles real-world complexity and delivers accurate results

- All pricing rules, tiers, thresholds, and formulas configured
- Usage ingestion tested for volume, latency, and error handling
- Late, duplicate, corrected, and back-dated events tested
- Credit, commitment, and overage logic validated
- Rated results reconciled to source usage and pricing rules

4



## INVOICE CLARITY

Invoices are clear, consistent, and reduce customer disputes

- Invoice layout clearly separates base, usage, overages, credits, adjustments, and taxes
- Included usage / credits vs. actual usage are easy to understand
- Mid-cycle changes and prorations are clearly shown
- Credit balances, refunds, and true-ups are transparent
- Customer, Billing, and Finance approve invoice samples

5



## REVENUE REPORTING CONFIDENCE

Billing outputs flow cleanly into revenue reporting and finance processes

- Contract is the source of truth for reporting
- Amendments flow through to revenue schedules and allocations
- Usage, overages, and true-ups attributed to correct periods
- Credits and adjustments reflected in revenue outputs
- Reports reconciled to GL and close process validated



## THE GOAL

Move from "the platform can do it" to "our business can run it - at scale."



## DOWNLOAD & SHARE

Use this checklist with your team to drive a controlled, confident hybrid pricing launch

© 2026 Ravus, Inc.



Ravus is the specialist team companies trust when monetization complexity outgrows their systems.

ravusinc.com  
info@ravusinc.com