

Company: Kansys Inc; Overland Park, KS

Company Description: Kansys, Inc. is a U.S.-based software company that specializes in Business Support Systems (BSS), with a strong focus on complex billing, pricing, customer care, and revenue management. Serving telecom, utilities, and other industries, Kansys helps service providers streamline revenue operations with flexible, scalable solutions. Now part of Lumine Group, a division of Constellation Software.

Nomination Category: Product & Service Categories - Business Technology Solutions

Nomination Sub Category: Subscription Billing Solution

Nomination Title: Kansys Edge: Unparalleled Flexibility for Sophisticated Subscription Management

1. Which will you submit for your nomination in this category, a video of up to five (5) minutes in length about the the nominated new or new-version product or service, OR written answers to the questions for this category? (Choose one):

Written answers to the questions

2. If you are submitting a video of up to five (5) minutes in length, provide the URL of the nominated video here, OR attach it to your entry via the "Add Attachments, Videos, or Links to This Entry" link above, through which you may also upload a copy of your video.

3. If you are providing written answers for your submission, you must provide an answer to this first question: If this is a brand-new product, state the date on which it was released. If this is a new version of an existing product, state the date on which the update was released:

Kansys Edge is a continuously evolving BSS solution, with its most recent major version updated in May 2025, Edge 20.0.S026. Kansys ensures a quarterly cadence of updates to the software, comprising roadmap accelerated features requested by our customers, and introducing sophisticated subscription management features key to the Subscription Economy and tailored for B2B and B2B2C billing, pricing, and revenue management. As of today, 89% of Kansys customers have already selected or upgraded to Edge version 20.

4. If you are providing written answers for your submission, you must provide an answer to this second question: Describe the features, functions, and benefits of the nominated product or service (up to 350 words):

Total 350 words used.

Kansys Edge is designed to monetize services in multiple industries, providing unparalleled flexibility for businesses. Key features include:

- Flexible Product Catalog & Pricing Engine: Empowers sales/marketing teams to build product offerings, define rates/pricing, create packages and bundles, set discounting, settlement, currency, and accounting rules.
- Subscription: Edge supports contractual models for subscription-based billing, whereby the frequency of the subscription recurrence is configurable and where the subscription common denominator can be individual or event-based. The frequency of the subscription charge need not be restricted by the billing frequency of a contract. A contract may therefore contain a variety of subscription frequencies, which Kansys Edge calculates at each relevant point in time.
- Usage-Based Billing: Supports usage-based models for consumption-based revenue and settlements, accommodating agreements based on customer commitments, consumption, and partner revenue share.
- Customer Lifecycle Management: Streamlines processes such as onboarding, service-subscription modification, renewal, suspension/termination, with full audit log and automation, sophisticated capabilities for aligning multiple subscriptions billing cycles and charges, following the evolution of customers' choices through their lifecycle.
- Self-Service Portal: Provides customers with the ability to manage their own information, check payment status, add services, and pay bills online, reducing the burden on customer service teams.
- Real-Time Invoicing & Tax Calculation: Automates invoice generation with customizable templates ensuring compliance with region-specific tax regulations incorporating subscription-billing complexity.
- Revenue Recognition: Kansys Edge can project a revenue schedule for the duration of a subscription based on revenue-model parameters, charge type, charge amount and charge cycle.
- Reporting: Enables the creation of configurable datamarts that can be extracted in compliance with number of protocols, providing real-time visibility into accounts/customers.
- Seamless Integration: Enables quick configuration of data models, transaction-processing models, pricing schemes, GUIs, APIs, facilitating smooth integration with existing IT infrastructure.

Benefits:

- Reduced Time-to-Market: Launch new products and services in hours, not weeks and within a few clicks, providing significant competitive advantage.
- Increased Billing Accuracy: Ensures precise billing, fostering customer trust and reducing disputes.
- Operational Efficiency: Automates complex billing processes, reducing manual intervention and associated costs.
- Enhanced Customer Satisfaction: Offers customers clear and granular information for better control over their accounts through self-service options, improving overall experience.

5. If you are providing written answers for your submission, you must provide an answer to this third question: Outline the market performance, critical reception, and customer satisfaction with the product or service to date. State monetary or unit sales figures to date, if possible, and how they compare to expectations or past performance. Provide links to laudatory product or service reviews. Include some customer testimonials, if applicable (up to 350 words):

Total 349 words used.

With a 95% license renewal rate, Kansys Edge has earned the long-term trust of clients across industries including telecommunications, transportation, and financial services reflecting its versatility and effectiveness. It supports more than \$8B in revenue annually and enables over 4 billion transactions monthly per client, highlighting its scalability and reliability.

One notable case is ALIV, part of Cable Bahamas a mobile operator in The Bahamas, which leveraged Kansys Edge to launch operations within 23 weeks and capture 16% market share in just four months. Today, ALIV/Cable Bahamas holds 50% market share in mobile and 67% in broadband (BB-FTTH). Their leadership credited the system's agility and self-service configuration with giving them a sustained competitive edge. ALIV has achieved market share gains using innovative subscription-based pricing, offers and promotions that have kept them ahead of competition and match up to customer expectations in an intensely competitive landscape.

PrePass (CVO Holdings), a leading transportation technology provider, saw a **60%** reduction in invoice processing time, **with over 100,000 invoices processed in just 8 hours**, eliminated repetitive manual billing tasks, and improved customer satisfaction. As their Billing Director stated about Kansys Edge, a system in place for years: "Every invoice is now accurate and on time – my team is as stable as our reconfigured billing platform."

Bell Canada, a long-standing Kansys customer, added:

"I'm constantly amazed at the speed with which Kansys Edge adapts to our ever-changing billing needs. Hosting with Kansys allows us to focus on our core business and, when necessary, to leverage their world-class team of billing experts."

Similarly, TELUS, one of Canada's largest telecoms and established Kansys customer noted:

"The right billing solution is critical, not just for us but also as an enabler for our enterprise customers who are increasingly utilizing a sophisticated range of services."

Across all deployments, Kansys Edge consistently delivers faster time-to-market, improved billing accuracy, and better customer experience—solidifying its reputation as a trusted, transformative BSS solution.

Clients also report high satisfaction with Kansys Edge's configurability and the support from the Kansys team, leading to greater operational efficiency and customer retention.

6. You have the option to answer this final question: Reference any attachments of supporting materials throughout this nomination and how they provide evidence of the claims you have made in this nomination (up to 250 words):

Total 209 words used.

We have attached four supporting materials that substantiate the performance, innovation, and customer impact of Kansys Edge as described in this nomination:

1. **About Us Video** – Offers a concise visual introduction to Kansys, our history, and our mission to deliver agile and future-ready monetization solutions. It reinforces our commitment to supporting customer success through technology and expertise.

2. **ALIV Case Study** – Demonstrates how Kansys enabled a greenfield mobile operator in The Bahamas to launch a full BSS stack in under 23 weeks and gain 16% market share within four months. The case highlights the flexibility and scalability of Kansys Edge, as well as our execution capabilities under tight deadlines and evolving requirements.

3. **CVO Case Study** – Showcases Kansys Edge's impact on a leading North American transportation tech company. By automating billing and integrating with complex infrastructure, CVO reduced invoice processing time by 60%, cut mailing costs by 27%, and increased customer satisfaction through clearer invoices and faster resolution.

4. **Corporate Overview** – Provides detailed insight into Kansys's value proposition, global reach, customer base, Edge architecture, and unique billing capabilities. It supports our claims of flexibility, speed to market, and operational excellence.

These documents collectively reinforce our nomination by providing tangible, quantifiable evidence of Kansys Edge's innovation, performance, and market relevance.



Attachments/Videos/Links:

[Kansys Edge: Unparalleled Flexibility for Sophisticated Subscription Management](#)

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