

Agenda

• Key Related Objects

Overview

• Settings



Section 1: Key Related Objects



Key Related Objects to Payment Operations

- PaymentMethod Object
 - The PaymentMethod object ties to the Account
 - A PaymentMethod Snapshot represents the exact payment method used for transactions, and should be referred to when tying payment records back to the payment method
- Payment and Refund Objects
 - Payments and Refunds are separate objects in Zuora and impact the Invoices.
 - When a Payment is created for an Invoice, the Invoice balance is decreased by the payment amount
 - When a Refund occurs for a Payment, the Invoice balance is increased by the Refund amount
 - Payments and Refunds are associated to the Invoice object via the InvoicePayment and RefundInvoicePayment objects, respectively



Key Related Objects to Payment Operations (cont.)

- Credit Balance Adjustment Object
 - Payments and Refunds can be created without an Invoice, which impacts positive or negative Credit Balance respectively
 - Negative invoices can be converted to Credit Balance, which can then be refunded to the customer



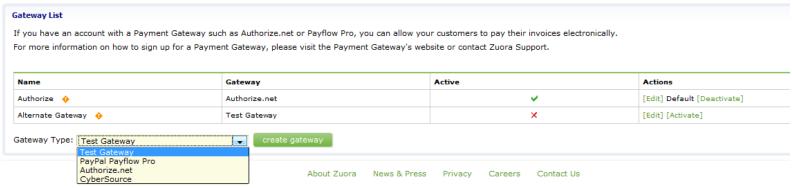
Section 2: Overview



Payment Gateways - Review

- Each Gateway will require different inputs to activate
- Not all Gateways have all the functionality
 - i.e. Cybersource cannot accept PayPal payments
 - Only certain Gateways are able to process ACH

Payment Gateways



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Payment Gateways

- A client may have multiple gateways
- One gateway must be the default while other gateways can be applied directly to a customer account
 - This is done if customers have various payment methods or currencies that are supported by different gateways or gateway accounts (e.g. Chase Paymentech provides distinct merchant accounts for each currency, which requires a gateway configure for each currency)



Gateway Support by Country of Domicile

The domicile country is the country that the company (merchant) has their business license, tax relationship, and merchant account set up. Refer to the gateway provider as the source of truth for supported counties.

- PayPal
 - US, UK, Canada, Australia, New Zealand
- Chase Paymentech
 - US, UK, otherwise merchant needs to confirm
- Authorize.net
 - US only
- Litle
 - US, otherwise merchant needs to confirm

- Cybersource
 - Most countries, but merchant needs to confirm
- Verifi
 - US only
- Global Collect
 - US, UK, etc



Supported Payment Methods by Payment Gateway

Refer to the KC for complete and up to date list of gateways and supported payment methods:

http://knowledgecenter.zuora.com/CA_Billing_and_Payments/M_Payment_Gateways/

Gateway	Payment Methods supported
PayPal – Payflowpro, Website Payments Pro	Credit Card/Debit Card, PayPal Payments
Authorize.net	Credit/Debit card, ACH
Cybersource	Credit/Debit card, ACH
Chase Paymentech Orbital gateway (Salem)	Credit/Debit card, ACH
Litle	Credit Card
Verifi	Credit Card
Global Collect	Credit Card, UK Direct Debit



Payment Retry Rules

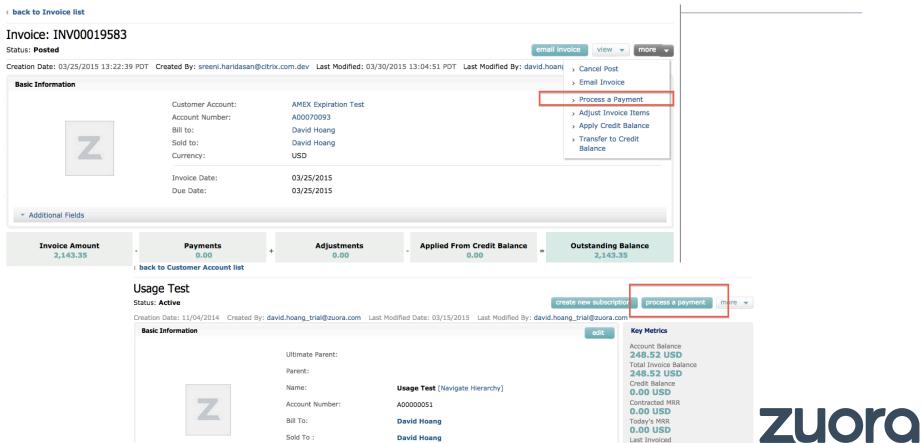
- Allows client to control the number of times a payment attempt is made
 - Each attempt has a transaction fee associated with it so limiting the number of attempts will have a financial impact
- Processes by 2 parameters
 - Number of attempts -> will stop after number of attempts
 - Hours until next retry -> will not re-submit until hours entered have passed
 - Tenant level setting that can be overridden at the PaymentMethod level if customer has unique requirements.

Enable Payment Run retry rules The Payment Run Retry rules allow you to control how frequently the Payment Run will attempt payment for Auto-Pay customers. This setting allows you to define the default payment retry rules and you have the option to override these default settings for each payment method. You can control two key settings: **Maximum Payment Failures:* You can use the maximum payment failures setting to prevent a payment attempt if the number of consecutive failures on a payment method has reached the configured number. For example, if maximum number is 5 and there are 5 consecutive failures on a payment method, the next Payment Run will not attempt a payment on this payment method. **Retry Interval:** You can use the retry interval setting to prevent a payment attempt if the last failed payment method. **Retry Interval:** You can use the retry interval setting to prevent a payment attempt if the last failed payment must be payment method. **Retry Interval:** You can use the retry interval setting to prevent a payment attempt if the last failed payment was within the last 'number' of hours. For example, if the last failed payment was at 1PM and the retry interval is 4 hours, then a Payment Run at 2PM will not attempt a payment, but a Payment Run at 6PM will. Please note that if you want to retry 'once a day', we recommend that you enter 22 or 23 hours as it is possible for a payment to be attempted at the end of the payment run on one day and the beginning of the payment run the next day. **IMPORTANT WARNING:** if you set the maximum, please make sure you manage the process to cancel subscriptions and/or contact your customer. If you do not manage this process, invoices may continue to be generated and the payment run will not apply recurring payments. **Maximum number of payment failures per Payment Method allowed:**3** . **Do not retry payment attempt was less than **12** hour(s) ago.

save cancel

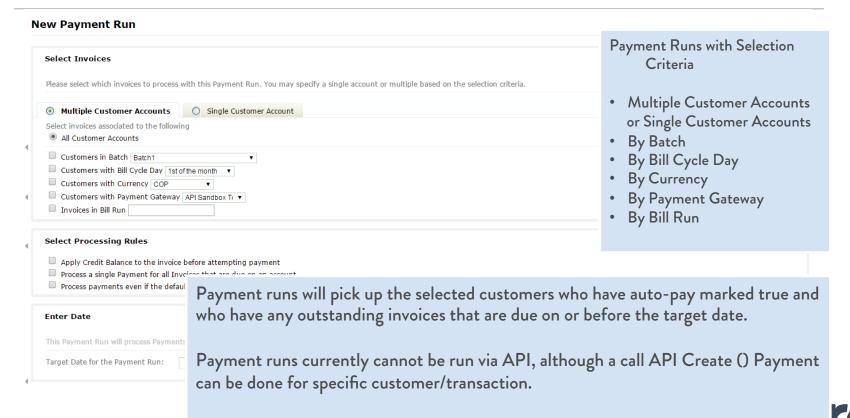
Applying One Off Payments

CRM Account ID:



03/01/2015

Payment Runs with Selection Criteria



Payments Preview

New Payment Run

	Select Invoices Please select which invoices to process with this Payment Run. You may specify a single account or multiple based on the selection criteria.	The invoices that will be paid by the parameters of the bill run can be
4	● Multiple Customer Accounts Select invoices associated to the following ● All Customer Accounts Customers in Batch Batch1 Customers with Bill Cycle Day 1st of the month ▼ Customers with Currency COP Customers with Payment Gateway API Sandbox T ▼ Invoices in Bill Run	previewed by clicking on the 'Preview Selected Invoices' button The Parameters can be adjusted at
•	Select Processing Rules Apply Credit Balance to the invoice before attempting payment Process a single Payment for all Invoices that are due on an account Process payments even if the default payment method is closed	this point to get the desired results
*	Enter Date This Payment Run will process Payments for Invoices that are due for Auto-Pay Customers as of the following target date. Target Date for the Payment Run:	
	create payment run preview selected invoices	cancel



Scheduling a Payment Run

New Scheduled or Recurring Payment Run Select Invoices Please select which invoices to process with this Payment Run. You may specify a single account or multiple based on the selection criteria. Multiple Customer Accounts Single Customer Account Select invoices associated to the following All Customer Accounts Customers in Batch Batch1 Customers with Bill Cycle Day 1st of the month Customers with Currency USD Customers with Payment Gateway Authorize Invoices in Bill Run Select Processing Rules Apply Credit Balance to the invoice before attempting payment **Enter Date** This Payment Run will process Payments for Invoices that are due for Auto-Pay Customers as of the following target date. Schedule the date to process payment run: 00:00 - Run will be executed +- 20 minutes from time Pick the time of day: (GMT-08:00)America/Los Angeles Time Zone: Repeats: Does not repeat Weekly Monthly Do you want to save the scheduled payment run? Execute this Payment Run Cancel

Run-specific requirements to consider are:

- Criteria
- Frequency of run for scheduled runs
- Time of day for scheduled runs
- Should be after scheduled bill runs

Scheduler is the same as used in bill runs

Note: Time of day is important because you want to recommend scheduling payment runs after the bill run finishes and allow for enough time to check invoices and post.



Scheduled Payment Runs

- The scheduling of payment runs should be done in conjunction with the scheduling of bill runs
 - The bill runs should have sufficient time to complete before a payment run commences
 - Does not have to be 1:1. For example, a client may schedule 1 bill run a day but schedule 3 payment runs
- Scheduled Payment Runs CANNOT be updated
 - The payment run must be deleted and rescheduled



Reviewing Payment Runs

- When a payment run processes, a payment record is inserted in the Payments object for each payment attempt regardless the payment is successful or rejected.
- Payment records in Error will be displayed in the UI under the Payments
 Processed with Errors section
- Each payment in error will have the Gateway response code and response code description
- Accessible via UI and API



Reviewing Payment Runs

Payment Run: PR-00000008 Status: Completed Creation Date: 10/27/2009 13:28:24 PDT Created By: johno@zuorasales.com You will be notified at john.okuloski@zuora.com when the auto-pay run is complete. **Basic Information** Target Date: 10/27/2009 Selection Criteria: **All Customer Accounts** Apply Credit Balance to the invoice before attempting payment: Number of Invoices: 4 What is Total Invoice? Total Value of Invoices: multiple currencies Number of Payments: 1 Total Value of Payments: multiple currencies Number of Credit Balance Total Value of Credit Balance multiple currencies Adjustments: Adjustments: Number Of Unprocessed: What is Total Unprocessed? Total Value Of Unprocessed: multiple currencies Number Of Errors: Total Value Of Errors: multiple currencies Payments Processed With Errors (3) P-00000028 Status: Error -- Invalid or unsupported currency code. Customer Account: JF000000012 12bab9a99a5 Payment Method: Visa Retry Amount: 210.00CAD Balance: 210.00CAD Apply to: INV00000022 Reference Id: None P-00000029 Status: Error -- Invalid or unsupported currency code. Customer Account: JF000000012 12bab9a99a5 Payment Method: Visa Retry Amount: 210.00CAD Balance: 210.00CAD Apply to: INV00000065 Reference Id: None



Payment Error Handling

- Each client should have a defined process and procedures for the handling of Electronic Payment failures
- Based on the response code, certain actions should be taken by a finance or customer service user:
 - If the card has expired, the customer should be contacted. How is the customer to be contact? Phone? Email?
 - If unable to contact customer, when should service be denied
 - May involve denying customer access



Payment Method Updater

- A Payment Method updater feature can be turned on per request:
 - http://knowledgecenter.zuora.com/CA_Billing_and_Payments/L_Payment_Methods/ Payment_Method_Updater
- This feature integrates with the payment gateway to automatically update expired or lost/stolen CCs
 that are replaced by the consumer
- Gateway providers normally charge a fee to the customer (e.g. CyberSource had a rate of \$500 per month)
- Is valuable for high volume credit cards
- Only available with certain gateways. Consult support.zuora.com for more information



ACH Processing and Errors

- If the ACH payment method is valid, an ACH payment will appear to be successfully processed through the gateway.
- ACH payments can sometimes take 2 3 days to settle as the amount due must be withdrawn from the customer's bank account.
- If the client is using ACH, the client must either manually check the gateway or programmatically check the gateway to see if the ACH payments have successfully settled
- If the ACH has not settled successfully, they will need to process a Refund representing the ACH reversal.
 - 'Reversal' is a common industry term for money uncharged due to failure of settlement with the bank.



Payments: Cancellations

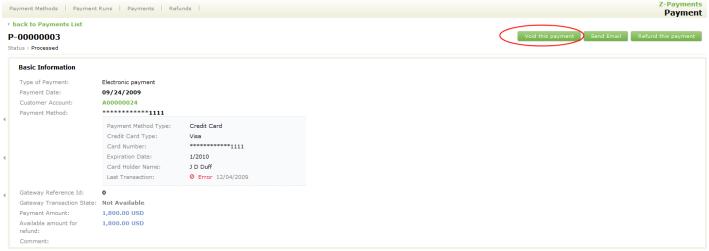
- Only external payments can be cancelled
 - Electronic payments must be voided or refunded.
- Payments can no longer be cancelled if an accounting period is closed.
- Avoid cancelling payments and execute the appropriate reversal entries (refund) where you can. This
 will ensure a history of consistent balancing entries.



Payments: Voids

Voids

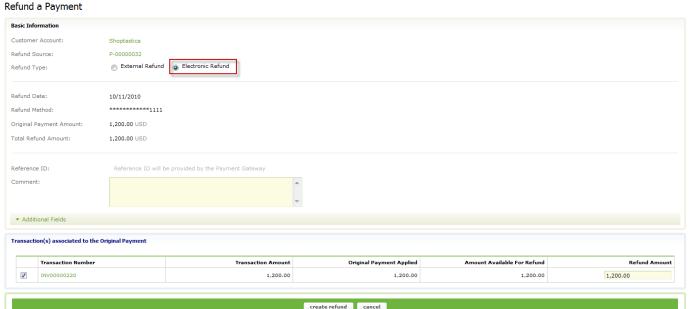
- Only applies for a certain gateway controlled timeframe (when the payment is not yet settled), the gateway will
 accept or reject the void
- Often used if a CC is charged by mistake or customer changes their mind immediately
- Electronic only
- Voids are referenced; Only an electronic payment processed through the Gateway can be voided.





Payments: Refunds

- Electronic Refunds
 - Referenced, refunded to same credit card as payment
 - Can do partial refund but not greater than original payment
 - For electronic payments, you can choose to issue a refund electronically or via an external method (for example, check).

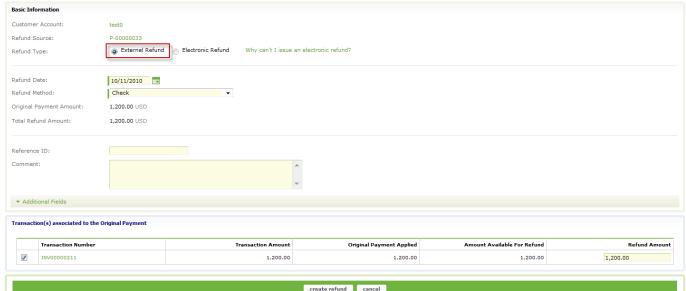




Payments: Refunds

- External Refunds
 - Does not go through payment gateway
 - Can do partial refund but not greater than original payment
 - If the original payment was external, you can only do an external refund

Refund a Payment





Payments: Refunds

- When a refund is created, the invoice balance will be reinstated
- If the invoice is NOT adjusted, the next applicable payment run will attempt to pay the invoice again
- A process should be defined that outlines when an invoice should be adjusted (i.e. the subscription was cancelled late) and when it should not be adjusted (i.e. the customer wants to pay with an alternate credit card)

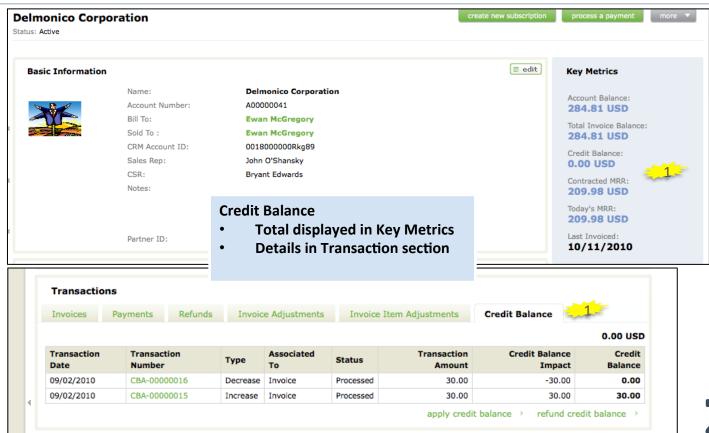


Credit Balance Functionality

- Ability to accept and track overpayments
- Transfer an invoice with a negative balance (e.g. early cancellation of a subscription that was paid for)
- Apply a credit balance to an invoice
- Automatically account for credit balances when processing payments on invoices
- Refund credit balances when necessary



Credit Balance





Credit Balance

- Credit Balance is created one of 2 two ways
 - Overpayment of invoice
 - Externally or electronically (not recommended)
 - Automatically applied to Credit Balance
 - Transferring an invoice with a negative balance
 - Invoice from a negative product created for customer service
 - Result of early cancellation of subscription
 - Must be transferred to Credit Balance manually
- Any Credit Balance activity will be displayed under the transaction section on an invoice template.



Credit Balance from Overpayments

• A confirmation screen will show the creation of the credit balance

Basic Information									
Customer Account:	Larson Internation	al	search						
Гуре of Payment:	C External Payment	t Electronic Paymer	nt						
Payment Da									
ayment Mi	You are creating a payment for 150.00 USD and only applying 100.00 USD of it to invoice(s).								
	The remaining 50.00 US	D will be applied to the cr	edit balance for this accou	nt.					
	A	re you sure you want to do	this?	- 1					
_									
		Yes No							
	Last Transaction:	✓ Approve	d 08/04/2010						
Payment Total:	150.00 USD								
Applied to Invoices:	100.00 USD								
Remaining Amount:	50	USD What hap	opens to the Remaining A	imount?					
Comment:									
▼ Additional Fields									
nvoice(s) associated	to this Payment								
		Invoice Number	Total Amount	Balance	Payment Amount				
Invoice Date	Due Date	211101111111111111111111111111111111111			,				

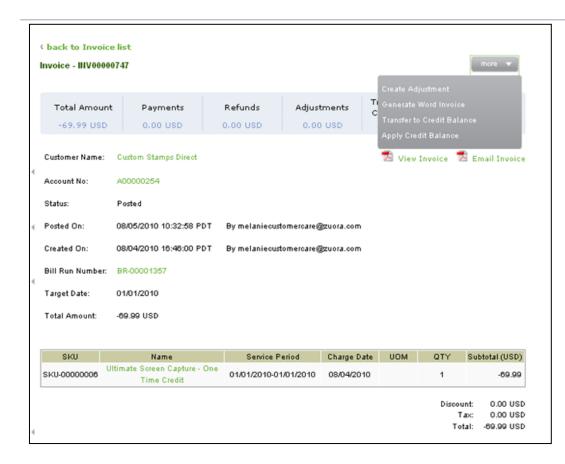


Credit Balance by Transferring a Invoice with a Negative Balance

- Another reason why you may need to use a credit balance is when you have a credit due to the customer
- For example, you may have a customer that decides to cancel their annual subscription early
- This would result in a credit due back to the customer
- Instead of refunding back the customer, you can now apply the negative invoice to the credit balance
- You can simply do this from the invoice view by clicking apply credit balance under the more button



Credit Balance by Transferring a Invoice with a Negative Balance



- 1. Transfer a credit due to customer to a credit balance
- A negative balance invoice (e.g., cancel an annual subscription that was paid early) can be transferred to a credit balance
- Navigate to more | Apply Credit Balance from invoice view

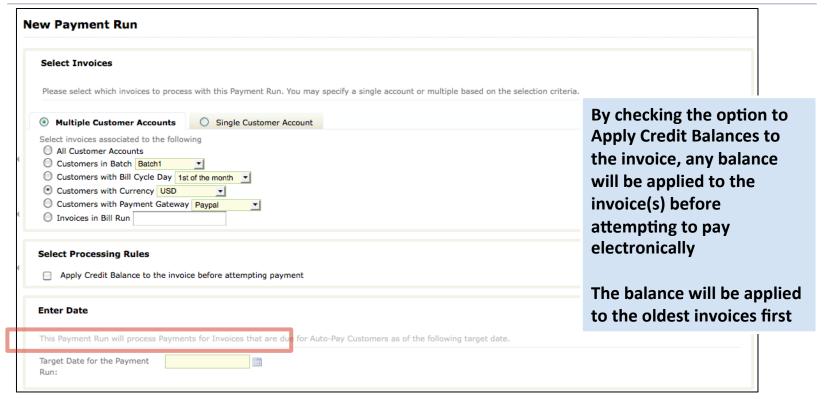


Applying Credit Balances When Processing Payments

- So, how do you apply credit balances?
- The easiest way is to do this via the payment run. When setting up a payment run, you can now mass
 apply credit balances by selecting the option to do so under the processing rules.



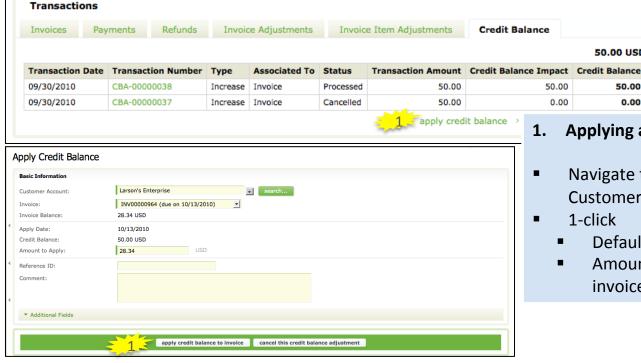
Applying Credit Balances When Processing Payments





Apply a Single Credit Balance to Invoice

If you want to apply a single credit balance, you can do so from the customer account under transactions. The app will default to the invoice with a balance and the amount applied is defaulted to be the full invoice balance.



- **Applying a Credit Balance to Invoice**
- Navigate to Transactions under **Customer Account**

50.00 USD

50.00

0.00

1-click

50.00

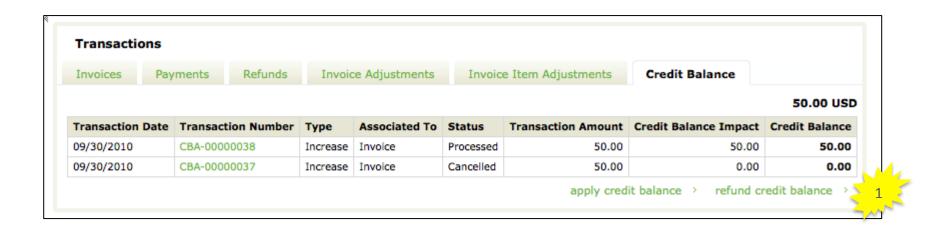
0.00

- Defaults to invoice with balance
- Amount applied is defaulted to full invoice balance



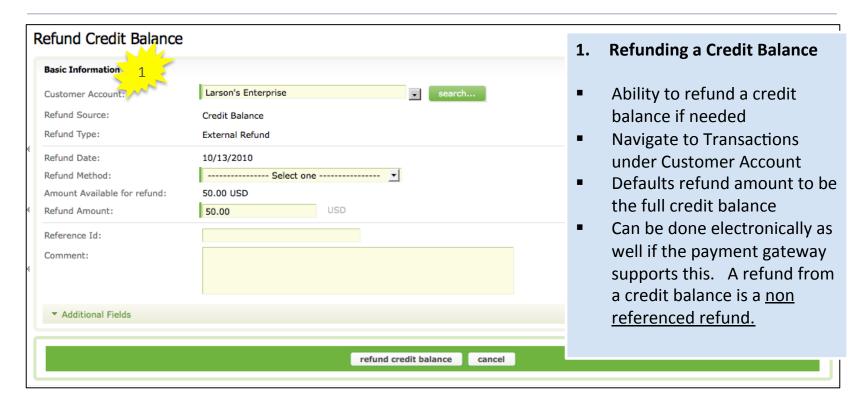
Refunding a Credit Balance

On occasion, you may need to issue a refund for a credit that you have been carrying. This is easy to do.
You can refund a credit balance from the Transactions under the Customer Account. It defaults to the
full credit balance so you can save a few clicks.





Refunding a Credit Balance (continued)





Credit Balance on the AR Report

- And finally, you can see the credit balance on our AR report
- You can see the credit balance increases and decreases by account code
- In summary, an increase of the credit balance is due to either an overpayment or a transfer of a negative balance from an invoice
- A decrease is due to applying a credit balance to an invoice or simply refunding a credit balance



Credit Balance on the AR Report

Accounts Receivable By Accounting Code Report was created at 09/29/2010 09:07:50

Total Records Displayed: 6

Query Conditions:

Customer Name:

Currency: ALL

Start Date: 09/22/2010

End Date: 09/29/2010

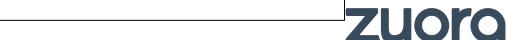
Report Presentation: Web Page

1. View Credit Balance on the AR Report

- See Credit Balance Increases and Decreases by Accounting Code
 - Increase due to overpayment or transferring of negative invoice balance
 - Decrease due to applying a credit balance to an invoice or refunding a credit balance
 - This is only the summarized credit balance total. historical credit balance adjustments must be viewed via data source

Start Date End Date Currency					Invoice Adjustment [Credit]	Invoice Adjustment [Charge]	Credit Balance Increase [Payment]	Credit Balance Decrease [Refund]		Credit Balance Decrease Balanc [Invoice]
09/22/201009/29/2010 USD		0.00	0.00	0.00	220.00	0.00	0.00	38.66	589.02	225.00 182.6
09/22/201009/29/2010 USD	Diverge NT Quarterly	-275.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00 -275.
09/22/201009/29/2010 USD	Email Services Usage	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00 0.0
09/22/201009/29/2010 USD	Payment_Check	0.00	100.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00 -100.0
09/22/201009/29/2010 USD	Service	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00 0.0
09/22/201009/29/2010 USD	Z-Billing	-548.39	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00 -548.3
09/22/201009/29/2010 USD	TOTAL	-823.57	100.00	0.00	220.00	0.00	0.00	38.66	589.02	225.00 -740.8
09/22/2010 09/29/2010	GRAND TOTAL	-823.57	100.00	0.00	220.00	0.00	0.00	38.66	589.02	225.00 -740.8

Done



Section 3: Settings



Standard Settings

- Enable Payment Methods (including Accounting Codes)
 - Credit Card (required to process electronic credit cards)
 - ACH / Paypal (required to process electronic payments)
 - Check
 - Wire Transfer
- Payment Gateway and Payment Retry Rules
 - Payment gateway configured with the test/production credentials
 - A single global retry rule configuration is defined for the tenant (further explained in this training module)
- Payment Notifications
 - Notifications and callouts related to payments, for successful credit card charges, credit card failures, CC expiration, etc
- Reason Codes
 - Customizing/adding to default reason codes related to Payments, Refunds, Credit Balance Adjustments, Invoice
 Adjustments, Invoice Item Adjustments

