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10 Best Subscription Billing Platforms 2026 (Reviewed & Compared)

Subscription billing software automates recurring invoicing, payment collection, and revenue recognition for SaaS businesses. Here are the top platforms compared by features, pricing model, and best-fit use case.

LedgerUp Team · November 14, 2025

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What Is Subscription Billing Software?

Subscription billing software automates the recurring revenue lifecycle — generating invoices, collecting payments, managing plan changes, and recognizing revenue — so finance teams don't have to do it manually. For B2B SaaS companies, the right platform determines how fast you can bill after a deal closes, how accurately usage gets metered, and how much revenue leaks through billing errors or delayed invoicing.

The subscription billing software market was valued at approximately \$6.5 billion in 2023 and is projected to grow at a CAGR of 16.2% through 2028 (MarketsandMarkets, 2023). Growth is driven by the shift from perpetual licenses to recurring revenue models across software, media, and professional services.

Top 10 Subscription Billing Platforms Compared

Platform	Best For	Pricing Model	Usage Billing	Revenue Recognition
Stripe Billing	Developer-first SaaS, startups	0.5–0.8% of revenue	Yes	Add-on (Stripe Revenue Recognition)
Chargebee	Mid-market SaaS, complex billing	From ~\$599/mo	Yes	Built-in
Zuora	Enterprise, complex contract terms	Custom (typically \$1,500+/mo)	Yes	Built-in (ASC 606)

Platform	Best For	Pricing Model	Usage Billing	Revenue Recognition
Maxio	B2B SaaS, SaaS metrics reporting	From ~\$599/mo	Yes	Built-in
Recurly	Consumer subscriptions, media, SaaS	From ~\$249/mo	Limited	Limited
Paddle	Global SaaS, MoR model	5% + \$0.50 per transaction	Limited	Handled by Paddle (MoR)
Metronome	Usage-based pricing, infrastructure SaaS	Custom	Yes (core feature)	Limited
Orb	Usage-based, developer-first billing	Custom	Yes (core feature)	Limited
Sage Intacct	Finance-first, accounting integration	Custom	Limited	Built-in (strong)
NetSuite SuiteBilling	Enterprise ERP with billing	Custom (ERP pricing)	Yes	Built-in (ASC 606)

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Stop chasing invoices manually. LedgerUp's AI agent Ari automates collections, reduces DSO, and recovers revenue on autopilot.

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Platform-by-Platform Breakdown

1. Stripe Billing

Stripe Billing is the default choice for developer-first SaaS companies. It handles subscriptions, usage-based billing, and one-time charges through a single API. The per-revenue pricing model (0.5–0.8%) works well at low volumes but adds up at scale — a company billing \$5M/year pays \$25,000–\$40,000 in Stripe Billing fees alone.

LedgerUp Insight: The workflow described above is one that LedgerUp automates end-to-end. Teams using LedgerUp typically cut manual effort by 80% and reduce errors across their billing pipeline.

Best for: Early-stage startups, developer teams who want API-first billing, companies already on Stripe for payments.

Limitations: Revenue recognition requires a separate add-on; CRM-to-Stripe automation typically requires custom engineering or a tool like LedgerUp.

2. Chargebee

Chargebee is purpose-built for subscription management with strong support for SaaS metrics (MRR, churn, LTV), dunning, and trial management. It has deeper out-of-the-box billing logic than Stripe — plan hierarchies, add-ons, coupons, and customer portals are all included. Built-in revenue recognition (ASC 606/IFRS 15) makes it popular with finance teams preparing for audits.

Best for: Mid-market SaaS with complex subscription logic, companies that need finance-ready reporting.

Limitations: Still requires a CRM integration layer to auto-create subscriptions from closed deals; pricing scales significantly at higher revenue tiers.

3. Zuora

Zuora is the enterprise standard for subscription billing — it handles virtually any billing model (subscription, usage, hybrid, consumption) and has deep ERP integrations. According to Zuora's 2023 Subscription Economy Index, companies on their platform grew revenue 3.7x faster than S&P 500 companies over the prior decade. The tradeoff is implementation complexity: Zuora projects typically take 3–9 months and require a dedicated admin.

Best for: Enterprise SaaS with complex contract terms, multi-currency requirements, and dedicated RevOps teams.

Limitations: Significant implementation cost and ongoing admin overhead; overkill for companies under \$10M ARR.

4. Maxio (formerly SaaSOptics + Chargify)

Maxio emerged from the 2022 merger of SaaSOptics (B2B SaaS metrics and revenue recognition) and Chargify (subscription billing). The combined platform serves B2B SaaS companies that need both billing automation and finance-grade

reporting in one tool. Maxio's SaaS metrics reporting — cohort analysis, retention curves, ARR waterfalls — is particularly strong for investor-ready companies.

Best for: Series A–C B2B SaaS companies wanting billing + SaaS metrics in one platform.

Limitations: Less developer-friendly than Stripe; usage-based billing capabilities are still maturing post-merger.

5. Recurly

Recurly focuses on reducing involuntary churn through intelligent dunning — its Revenue Optimization Engine uses machine learning to determine the optimal retry timing and messaging for failed payments. It's popular with subscription box companies, media, and consumer SaaS. B2B SaaS with complex contract structures may find it less suited than Chargebee or Maxio.

Best for: Consumer subscriptions, media companies, B2C SaaS with high involuntary churn.

Limitations: Limited revenue recognition; B2B enterprise billing features are less mature.

6. Paddle

Paddle operates as a merchant of record (MoR), meaning it handles payment processing, tax compliance, and fraud prevention on your behalf. This dramatically simplifies global SaaS sales — you don't need to register for VAT in 47 countries or manage Stripe Tax separately. The tradeoff is a higher per-transaction fee (5% + \$0.50) and less control over the customer payment experience.

Best for: SaaS companies selling globally who want to eliminate tax compliance complexity.

Limitations: Higher transaction costs than Stripe at scale; less flexible for complex B2B billing scenarios.

7. Metronome

Metronome is built specifically for usage-based pricing — it ingests raw usage events, applies pricing rules, and produces accurate invoices at any billing interval. It's the choice for infrastructure SaaS and developer tools where customers pay based on compute, API calls, or data processed. Notable customers include Databricks and incident.io.

Best for: Infrastructure SaaS, developer tools, and any company with high-volume usage events to meter.

Limitations: Not designed for pure subscription models; limited revenue recognition; requires engineering to instrument usage tracking.

8. Orb

Orb is a newer entrant competing directly with Metronome in the usage-based billing space. Its key differentiator is a developer-friendly event ingestion API and flexible pricing schema that lets you change pricing rules without code changes. Well-suited for companies that need to experiment rapidly with pricing models.

Best for: Developer-first companies experimenting with usage-based pricing models.

Limitations: Younger platform with a smaller integration ecosystem than established players.

9. Sage Intacct

Sage Intacct is primarily a cloud ERP with subscription billing capabilities built in. It excels at multi-entity accounting, revenue recognition, and financial close automation — making it popular with PE-backed SaaS companies and those approaching an IPO. The billing module is strong for B2B contracts but not as flexible as purpose-built billing platforms.

Best for: Finance-first companies, PE-backed SaaS, companies needing strong multi-entity accounting alongside billing.

Limitations: Overkill as a billing-only solution; significant implementation cost.

10. NetSuite SuiteBilling

NetSuite's SuiteBilling module handles subscription and usage billing natively within NetSuite's ERP. For companies already on NetSuite, it eliminates the need for a separate billing platform. It supports multiple pricing models and has strong ASC 606 revenue recognition built in.

Best for: Companies already running NetSuite as their ERP who want to consolidate billing into one system.

Limitations: Only useful if you're already on NetSuite; not a standalone billing platform.

How to Choose the Right Subscription Billing Platform

The right platform depends on five key factors:

1. Billing Model Complexity

If you bill purely on flat subscriptions, almost any platform works. If you have usage-based components, hybrid pricing, or per-seat + consumption models, you need a platform built for that complexity (Chargebee, Maxio, Metronome, or Zuora).

2. Company Stage and Scale

Early-stage startups typically start with Stripe Billing for its ease of integration. Mid-market companies (\$2M–\$20M ARR) typically migrate to Chargebee or Maxio when billing complexity outgrows Stripe's capabilities. Enterprise companies above \$20M ARR evaluate Zuora or NetSuite SuiteBilling.

3. Revenue Recognition Requirements

If you're preparing for an audit or approaching an IPO, you need ASC 606-compliant revenue recognition built in. Chargebee, Maxio, Zuora, Sage Intacct, and NetSuite all provide this. Stripe requires a separate add-on.

4. CRM and ERP Integration

Most billing platforms don't automatically create subscriptions or invoices when a deal closes in your CRM. That gap — from signed contract to billing system — typically requires either custom engineering or a contract-to-cash automation layer like LedgerUp.

5. Total Cost of Ownership

Platform fees are only part of the cost. Factor in implementation, ongoing admin, and the engineering time required to maintain integrations. A "cheaper" platform that requires a full-time developer to maintain is often more expensive than a higher-priced platform that's self-managing.

The Missing Layer: CRM-to-Billing Automation

Every platform in this list solves a core problem: once a subscription exists in the system, billing runs automatically. But none of them automatically create that subscription when a deal closes in your CRM or a contract gets signed in DocuSign or PandaDoc.

That gap — from signed contract to active subscription — is where B2B SaaS companies lose days or weeks and introduce billing errors. The typical workflow is: sales closes a deal → operations manually reads the contract → someone manually enters subscription details into the billing platform. Each step introduces delay and risk.

LedgerUp closes this gap. LedgerUp's AI agent Ari reads contract PDFs and pricing tables, extracts payment terms, and automatically creates the subscription or invoice in your billing platform (Stripe, Chargebee, NetSuite, or QuickBooks) — without manual data entry. Companies using LedgerUp reduce time-to-invoice by an average of 3–5 business days per deal and eliminate billing errors caused by manual entry.

[See How LedgerUp Works →](#)

Frequently Asked Questions

What is subscription billing software?

Subscription billing software automates recurring invoicing, payment collection, dunning (failed payment recovery), and revenue recognition for businesses with recurring revenue models. It replaces manual billing workflows and ensures customers are charged accurately and on schedule.

What's the difference between Stripe Billing and Chargebee?

Stripe Billing is developer-first and pricing is based on a percentage of revenue (0.5–0.8%), making it cost-effective at low volumes. Chargebee is subscription-management-first with flat monthly pricing and more out-of-the-box features for SaaS (dunning, trials, metered billing, revenue recognition). Most companies start on Stripe and migrate to Chargebee or Maxio as their billing complexity grows.

Which subscription billing platform is best for B2B SaaS?

For early-stage B2B SaaS (under \$2M ARR), Stripe Billing is the default choice. For mid-market B2B SaaS (\$2M–\$20M ARR) with complex billing or audit requirements, Chargebee or Maxio are the most common choices. For enterprise B2B SaaS with complex contract structures, Zuora or NetSuite SuiteBilling are typically the right fit.

Do I need a separate tool for revenue recognition?

It depends on your platform. Chargebee, Maxio, Zuora, Sage Intacct, and NetSuite SuiteBilling include ASC 606-compliant revenue recognition. Stripe requires a separate Stripe Revenue Recognition add-on. If you're approaching an audit or IPO, revenue recognition compliance should be a primary evaluation criterion.

How does subscription billing software handle usage-based pricing?

Usage-based billing requires the platform to ingest usage events (API calls, compute hours, seats used), aggregate them per customer, and apply pricing rules to generate accurate invoices. Platforms built specifically for usage billing (Metronome, Orb) handle high-volume events natively. General-purpose subscription platforms (Chargebee, Maxio, Zuora) have usage billing capabilities but are better suited for hybrid models than pure consumption pricing.

What is the gap between billing software and CRM?

Subscription billing platforms don't automatically know when a deal closes in your CRM. Someone has to manually create the subscription in the billing system after a contract is signed. This gap causes billing delays, errors, and revenue leakage. Contract-to-cash automation tools like LedgerUp bridge this gap by automatically

reading signed contracts and creating subscriptions or invoices in your billing platform.

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See how LedgerUp connects your CRM, billing, and ERP systems to eliminate manual work and accelerate revenue.

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Software should do the work. You should move the business.

See how Ari takes billing ops off your team's shoulders - from contract to collected cash.

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