CPQ and Billing Proration Implementation Guide

Salesforce, Spring '23

@salesforcedocs

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CONTENTS

MANAGING PRORATION IN SALESFORCE CPQ AND SALESFORCE BILLING

Proration refers to adjusting a quote line's final price based on differences between the quote line's term and the term of the originating product. When you order your quote and invoice your order, Salesforce Billing applies further calculations to determine the prorated prices of your order products and invoice lines. Salesforce CPQ subscription term units and subscription proration precision settings drive initial proration calculations for your quote lines.

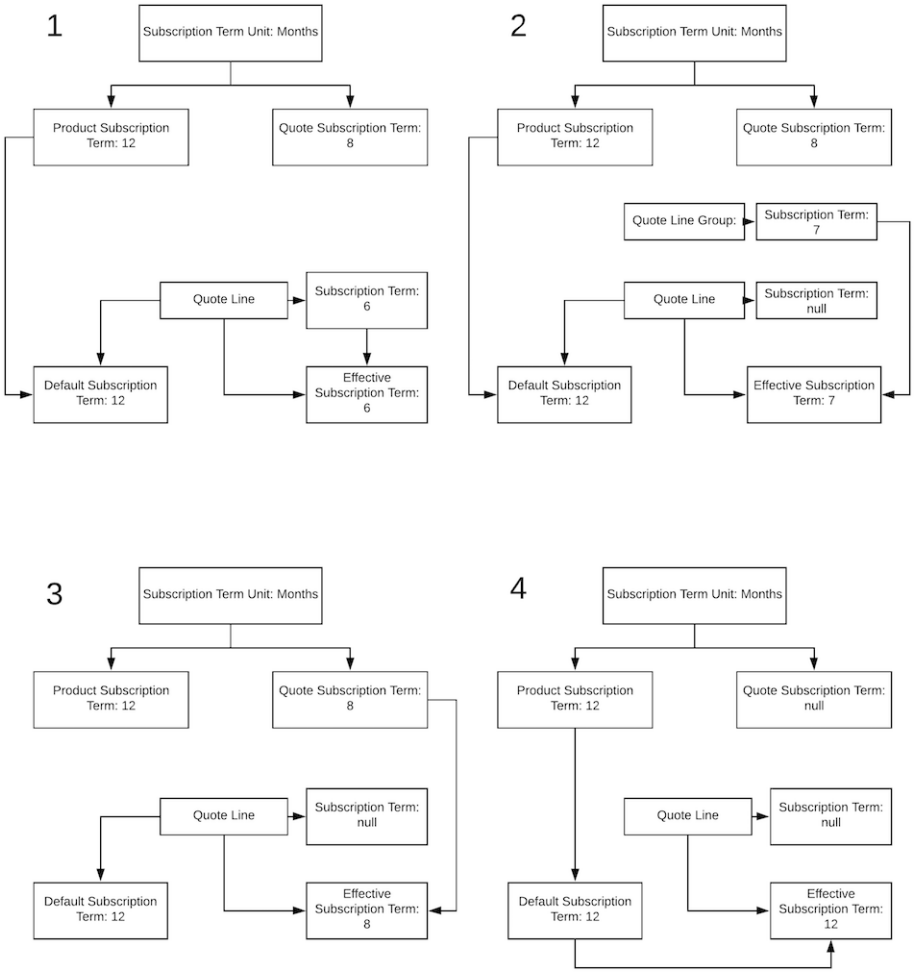
SUBSCRIPTION TERMS

A product's subscription term is the default amount of time that a subscription lasts. The CPQ package setting Subscription Term Unit controls whether the term is in months or days, and defaults to months.

Note: Daily subscription term units aren't available in Salesforce Billing.

When a sales rep adds the product to a quote, the resulting quote line's Default Subscription Term field inherits the value of the product's subscription term. The default subscription term is an easy way to quickly see the parent product's subscription term. Users can't change it.

The quote line's Effective Subscription Term field shows the quote line's actual term length for use in proration. The value of this field varies based on whether you define a subscription term on your quote, quote line, or a quote line group.



- By default, the quote line's effective subscription term inherits the product's subscription term.
- If the quote line has a Subscription Term value, the effective subscription term inherits it. (1)
- If the quote line's subscription term is null and the quote line is part of a quote line group, the effective subscription term inherits the group's subscription term. (2)

- If the quote line's subscription term is null and the quote line isn't part of a quote line group, the effective subscription term inherits the quote's subscription term. (3)
- If the quote line and quote's subscription terms are null and the quote line isn't part of a group, the effective subscription term inherits the quote line's default subscription term. (4)

When a quote line's Effective Subscription Term field is different from its Default Subscription term field, Salesforce CPQ adjusts subscription quote line pricing to reflect the correct subscription term. The prorated price appears in the Prorated List Price field.

SUBSCRIPTION PRORATE PRECISION

The CPQ package setting Subscription Prorate Precision controls the formula that CPQ uses to calculate a quote line's Prorate Multiplier field. A quote line's prorate multiplier tells you how many pricing periods are in the quote line's term, while the quote line's prorated list price represents the line's list unit price multiplied by the prorate multiplier. In many cases, different subscription prorate precision values for the same quote line will result in slightly different prorated list prices for that quote line. Review subscription prorate precision options to choose the best option for your organization's subscription price calculation requirements.

EDITIONS

Available in: Salesforce CPQ **Spring '15** and later

If your quote, quote line, or quote line group has a value in its Subscription Term field, Salesforce CPQ divides the quote line's effective subscription term by its default subscription term to calculate the prorate multiplier. However, some quotes base their terms off a start date and an end date. In this case, the package's subscription prorate precision tells Salesforce CPQ whether to evaluate days, months, or both when calculating the quote line's prorate multiplier.

Let's look at subscription prorate precision values and see how each value would affect a quote line's prorate multiplier given the same price and subscription term. In this example, our sales rep has an MDM License subscription product with a list price of $12,000 and a one-year subscription term. After negotiating a shorter license term with a customer, they add it to a quote with a subscription term from 05/23/19 through 09/30/19.

Note:

- Our example subscription product lasts for one year, so remember to adjust the product's subscription term based on the package-level subscription term unit. If the term unit is months, set the subscription term to 12. If the term unit is days, set the subscription term to 365.
- The prorate multiplier field that you see on CPQ objects is rounded to four decimal places. However, prorated list prices are calculated using the complete value.

Subscription Prorate Precision	Calculating Prorate Multiplier	Examples
Day	Salesforce CPQ provides different calculations depending on whether your daily prorate precision uses daily or monthly subscription term units. If your org uses daily subscription term units, divide the number of days in your quote's term by the number of days in your quote line's default subscription term. If your quote uses monthly subscription term units, divide the number of days in your quote's term by the number of days in one full subscription term from your quote's start date. If your quote uses a start date and end date, the quote's term equals all the days in this period including the end date.	**Term Units = Day** 05/23/19 through 09/30/19 totals 131 days. Our prorate multiplier is (131/365) = 0.3589. Our prorated list price is $12000 * (131/365) = $4306.85. **Term Units = Months** The default subscription term of 12 months from our start date of 05/23/19 puts the default end date at 05/22/20. Since 2020 is a leap year, we use 366 days when calculating the prorate multiplier. (131/366) gives us a prorate multiplier of 0.3579 and a prorated list price of $12000 * (131/366) = $4295.08. If the full subscription term includes a leap day, Salesforce CPQ uses 366 in proration multiplier calculation, even if

Subscription Prorate Precision	Calculating Prorate Multiplier	Examples
		the quote's term doesn't contain the leap day.
Day with Calendar Month Weighted	This value works similarly to Day. The only difference occurs when your org uses monthly subscription term units and calculates one full subscription term. If your quote's term doesn't contain a leap day, Salesforce CPQ doesn't add an extra day to the full subscription term length. Only use 366 days if the effective subscription term actually includes a leap day. You can select this setting only if your Subscription Term Unit is Month. While this value is active, the quote line must have a default subscription term of 12. This setting is available in Salesforce CPQ Winter '20 and later.	**Term Unit = Month** The default subscription term of 12 months from our start date of 05/23/19 puts the default end date at 05/22/20. However, since our effective subscription end date is 09/30/19, we don't include the leap day (2/29/20) in our calculations, giving us a prorate multiplier of 0.3589, or (131/365). Our prorated list price is $12000 * (131/365) = $4306.85.
Month	Divide the length of your subscription term in whole months by the product's subscription term. If your term contains a partial month, Salesforce CPQ rounds the number of months to the nearest whole number. You can select this setting only if your subscription term unit is Month.	**Term Unit = Month** 05/23/2019 through 09/22/2019 totals 4 whole months. Due to the remaining 8 days, Salesforce CPQ rounds the month total to 5. Prorate multiplier = (5 / 12) = 0.4167 Prorated list price = $12000 * (5 / 12) = $5000
Monthly + Daily	Calculate the subscription term's length as its number of whole months plus a decimal for any partial month at the end of the term, then divide this value by your subscription term. The partial month equals the number of days in the month divided by (365 /12). We recommend using this setting if you sell and price products by month or year but don't regularly quote for specific periods of time. You can select this setting only if your subscription term unit is Month.	**Term Unit = Month** 05/23/19 through 09/22/19 = 4 months 09/23/19 through 09/30/19 = 8 days, so we'll use (8/(365/12)) to calculate the partial month value in our prorate multiplier. Prorate multiplier = (4 + (8 / (365 / 12))) / 12 = 0.3553 Prorated list price = $12,000 * ((4 + (8 / (365 / 12))) / 12) = $4263.01.

Subscription Prorate Precision	Calculating Prorate Multiplier	Examples
Calendar Monthly + Daily	This setting works the same as Month + Day, but bases calculations on the exact length of the beginning month and ending month, rather than using (365 /12). You can select this setting only if your subscription term unit is Month. This setting is available in Salesforce CPQ Winter '20 and later.	**Term Unit = Month** 05/23/19 through 05/31/19 = (9/31) days 06/01/19 through 08/31/19 = 3 months 09/01/19 through 09/30/19 = (30/30) days Prorate multiplier = (3 + (9 / 31 + 30 / 30)) / 12 = 0.3575 Prorated list price = $4,290.32
Proration Day of Month (Calendar Monthly + Daily)	This setting is helpful for customers using CPQ and Billing who want to avoid pending balances when they cancel an order product. While Proration Day of Month (Calendar Monthly + Daily) is active, Salesforce CPQ calculates proration periods based on quote's proration day of month. The setting uses the same formula as Calendar Month + Daily to calculate the prorate multipliers. If you set the quote's proration day of month to match the billing day of month in Salesforce Billing, you can avoid pending balances on canceled order productions.	For more information and examples, review Align CPQ and Billing Cancellation Based on Billing Periods.

IGNORE LEAP YEAR DAYS

CPQ can identify whether a year includes February 29. You can choose to include or ignore that date during quote line proration.

When you use Day or Day with Calendar Month Weighted subscription prorate precision, Salesforce CPQ adds the quote line's default subscription term to the quote line's start date. It then evaluates whether that date range contains February 29. If so, CPQ divides the subscription term length by 366 during prorate multiplier calculations. However, you can also select the Subscriptions and Renewals package setting Ignore Leap Year Days to always use 365 days in prorate multiplier calculations.

The Ignore Leap Year Days setting appears only when Subscription Prorate Precision has a value of Day or Day with Calendar Month Weighted. The setting also affects contract renewal term calculations.

WHOLE-MONTH CALCULATIONS

For monthly subscription term units, Salesforce CPQ calculates a whole month by adding a value of one to the original month's number for each month in the subscription term. If the result goes past the term's end date, CPQ recalculates using one value less. The period from this date until the end of the term is a partial period.

Let's look at some basic examples.

Term	Calculation
12/31/2019 through 06/20/2020	We add 6 months to 12/31, which puts us at 06/31. So, we recalculate using a value of 5 to get us to 05/31. This calculation gives us a period of five full months + a partial period of (05/31 through 06/20 = 21 days).
12/30/2019 through 6/20/2020	We add 6 months to 12/30, which puts us at 06/30. So, we recalculate using a value of 5 to get us to 05/30. This calculation gives us a period of five full months + a partial period of (05/31 through 06/20 = 21 days).

When start dates fall on or near the end of the month, we run into cases where the last period's end date would be invalid.

Term	Calculation
12/31/2019 through 03/15/2020	We add 3 months to 12/31, which puts us at 03/31. When we recalculate using a value of 2, we get 02/31. Since this date is invalid, we use 02/29 instead. This calculation gives us a period of two full months + a partial period of (02/29 through 03/15 = 16 days).

When the end date is the true end date of a month, where the quote line's Default Subscription Term = 1 and Prorate Precision = Monthly + Daily, the prorate multiplier calculates a whole value only when the start date is the true start of a month.

Term	Prorate Multiplier
12/28/2020 through 2/27/2021	2
1/1/2021 through 2/28/2021	2
12/29/2020 through 2/28/2021	2.0329

Important: Prorate multipliers will be calculated differently when a quote's start date is on the 29th, 30th, or 31st of the month and the quote's second-to-last month has fewer days than the start date's value. For example, you have a quote that runs from

03/31/2022 to 03/30/2023 for a subscription that's $10 a month. In the final month of the quote, the subscription's price will be $9.03 instead of $10. This different occurs because the quote's start date is three days greater than the last day of the previous months (31 versus 28), so Salesforce CPQ subtracts three days of proration from the final month.

PRORATION IN CPQ ORDER PRODUCTS

Salesforce Billing uses a prorate multiplier and other billing fields to calculate the order product's billable unit price. Order products inherit the prorate multiplier of their parent quote lines. The order product's prorate multiplier stays unchanged throughout a standard order.

Billable Unit Price

Each quote line has a billable unit price, which represents the unprorated amount that bills in each billing period. When a customer orders a quote, the order product inherits the parent quote line's Billable Unit Price value.

If the quote line's charge type has a value of One-Time, the quote line's Billable Unit Price matches its Total Price. If the quote line has a charge type of Recurring, Salesforce CPQ calculates its billable unit price as follows. All fields in this calculation are from the quote line.

```
Billable Unit Price = [(Total Price * Billing Frequency) ÷ (Prorate Multiplier * Default Subscription Term)]
```

When the quote line is ordered, the resulting order product inherits its billable unit price value from the quote line.

Important: Salesforce Billing doesn't support calculating billable unit prices for order products based on quote lines created while Salesforce CPQ used daily subscription term units.

We use these numbers for each billing frequency value.

Billing Frequency	Equivalent Value
Monthly	1
Quarterly	3
Semiannual	6
Annual	12

Example: Let's start out with a simple example. A subscription product has a $100 price, subscription term of 12 months, and a quarterly billing frequency. A sales rep quotes it for 10 months in a CPQ org that uses monthly prorate precision (10/12). Our total price is ($100 / 12 * 10) = $83.33, so we use this billable unit price formula.

```
[($83.33 * 3) ÷ ((10/12) * 12)] = $25
```

With quarterly billing frequency, Salesforce Billing invoices the order product 4 times over its 10-month term. The first three invoices are each for the full billable unit price of $25. In the final quarter, Salesforce Billing invoices the remaining $8.33 to account for the 10th month.

The billing day of month also impacts proration, because it helps determine the order product's next billing date.

Advance Billing

When you bill in advance, the Billing Day of Month field determines the next billing date on or before the order product's start date. For an order product that starts on May 23 with an `01` billing day of month, the next billing date is May 1. If the billing day of month is 12, the next billing date is May 12.

Arrears Billing

If the order product is billed in arrears, Salesforce CPQ evaluates the order's billing day of month to choose the nearest date after the order product's start date. It then evaluates the order product's billing frequency. Since our order product is billed monthly, its next billing date would be 06/01/19. If it was billed quarterly, its next billing date would be 09/01/19.

PRORATION WITH INVOICES

Salesforce Billing uses proration to calculate balances for invoice lines that cover partial billing periods. The invoice line field Calculated Quantity performs a similar function to the quote line and order product's Prorate Multiplier fields.

On the invoice line, for subscription pricing, Billable Unit Price (from the order product) * Calculated Quantity = Subtotal.

Calculated Quantity is a proration that captures the number of billable periods on the invoice line. For example, if the invoice line covers one month and Billing Frequency is Monthly, Calculated Quantity = 1.000000.

Similarly, if the invoice line covers three months and Billing Frequency is Quarterly, Calculated Quantity = 1.000000. If the invoice line covers three months and Billing Frequency is Monthly, Calculated Quantity = 3.000000.

The calculated quantity is then used to determine the invoice line's subtotal (without tax).

*Subtotal (without tax) = (Calculated Quantity * Invoice Line Unit Price)*

Partial Proration Type

The initial setting for determining an invoice line's calculated quantity. You can select Day or Month + Day.

Day

Salesforce Billing divides the number of days in the invoice line by the number of days in each month within the range of the last billing frequency. For example, you have an invoice line from 10/11/19 through 10/20/19, related to an order product with quarterly billing frequency. The 10-day billing period is divided by the total days in each month of the previous quarter: 31 days in July, 31 days in August, and 30 days in September, or *(10 / 92) * quantity 1 = 0.1087*.

Month + Day

If you select Month + Day, Salesforce Billing looks at the value of the Proration Type package setting.

Proration Type

Salesforce Billing evaluates this setting only when the partial proration type has a value of Month + Day.

Calendar Days

Use the number of days in the first month of the billing period.

30 Days

Use a flat value of 30 days per month.

Monthly: CPQ Formula

Use the CPQ formula of (365 / 12) days per month.

Example: A sales rep quoted and ordered a subscription with a term from 05/23/19 through 09/30/19. Assuming our Billing Day of Month has a value of 1, let's see how each proration setting would affect the balance of the first invoice line.

Proration Type Value	Description	Invoice Line Balance Calculation
Partial Proration Type: Days	Use the number of days in the previous billing frequency.	The billing frequency is monthly, and the previous month is April, which contains 30 days. ((9 / 30) * 1) = 0.30 * $1000 = $300.
Proration Type: Calendar Days	Use the number of days in the first month of the billing period.	• The first invoice line runs for 9 days, from May 23 through May 31. So, we use ((9 /31) * 1) and multiply that by

Proration Type Value	Description	Invoice Line Balance Calculation
		the order product's $1000 monthly price to get $290.32. •
Proration Type: 30 Days	Use a flat value of 30 days per month.	((9 / 30) * 1) = 0.30 * $1000 = $300
Proration Type: Monthly (CPQ Formula)	Use the CPQ formula of (365/12) days per month.	((9 / (365/12)) * 1) = $295.89

Example: Actions that change an order product's next billing date affect the length of the invoice line and the prorated invoice line value. Actions could include changing the order's billing day of month or setting an override next billing date on the order product. Make sure to keep these downstream impacts in mind when you take such actions. Let's look at a few examples.

Table 1: Order Product Billing Type: Advance

Action	Result	Proration Type: Calendar	Proration Type: Monthly (CPQ Formula)
Keep Billing Day of Month at 1	**Next Billing Date** 05/01/19 **Invoice Line Start Date** 05/23/19 **Invoice Line End Date** 05/31/19	(09 / 31) * $1000 = $290.32	(9 / (365 / 12)) = 0.2959 * $1000 = $295.89
Change Billing Day of Month to 11	**Next Billing Date** 05/11/19 **Invoice Line Start Date** 05/23/19 **Invoice Line End Date** 06/10/19	The first month of our period is May, so divide the 19 total days by the 31 days in May. ((19 / 31 * $1000) = $612.90	(19 / (365 / 12)) * $1000 = $624.66
Change Billing Day of Month to 30	**Next Billing Date** 05/30/19 **Invoice Line Start Date** 05/23/19 **Invoice Line End Date** 05/29/19	(7 / 31) * $1000 = $225.80	(7 / (365 / 12)) * $1000 = $230.14

If we bill in arrears, the invoice lines have the same value. The next billing date is the only difference — keep this in mind when configuring your invoice runs.

Table 2: Order Product Billing Type: Arrears

Action	Result	Proration Type: Calendar	Proration Type: Monthly (CPQ Formula)
Keep Billing Day of Month at 1	**Next Billing Date** 06/01/19 **Invoice Line Start Date** 05/23/19 **Invoice Line End Date** 05/31/19	(09 / 31) * $1000 = $290.32	(9 / (365 / 12)) = 0.2959 * $1000 = $295.89
Change Billing Day of Month to 11	**Next Billing Date** 06/11/19 **Invoice Line Start Date** 05/23/19 **Invoice Line End Date** 06/10/19	The first month of our period is May, so divide the 19 total days by the 31 days in May. ((19 / 31 * $1000) = $612.90	(19 / (365 / 12)) * $1000 = $624.66
Change Billing Day of Month to 30	**Next Billing Date** 05/30/19 **Invoice Line Start Date** 05/23/19 **Invoice Line End Date** 05/29/19	(7 / 31) * $1000 = $225.80	(7 / (365 / 12)) * $1000 = $230.14

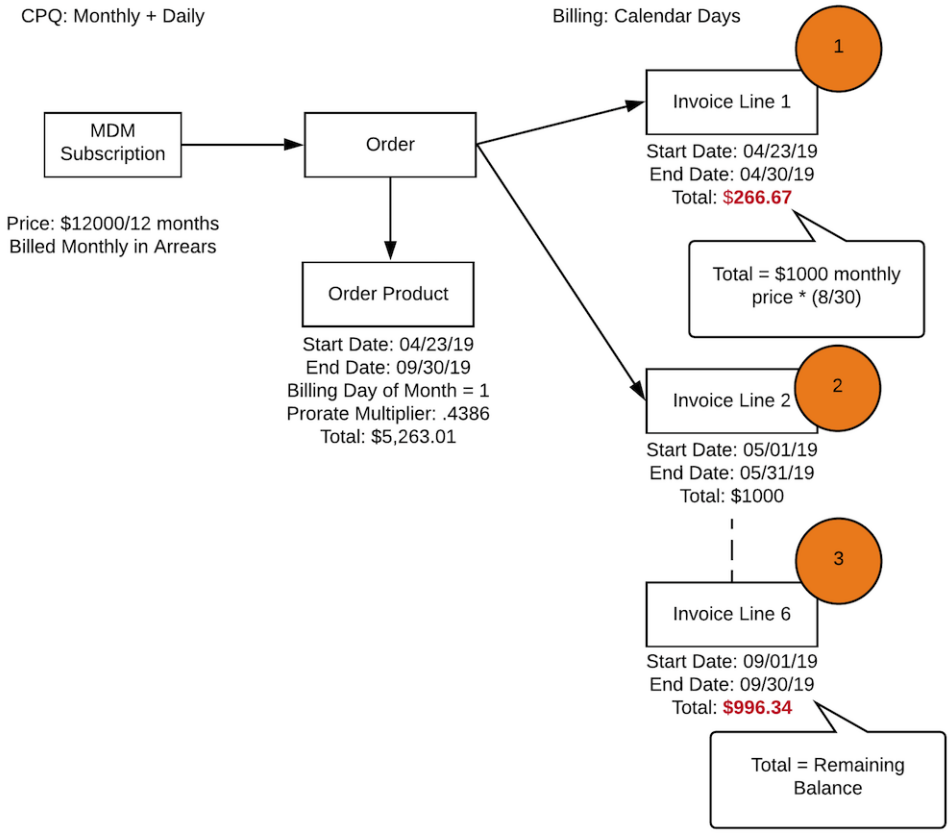
ALIGNING PRORATION BETWEEN CPQ AND BILLING

When you use CPQ and Billing together, we recommend aligning CPQ's Subscription Proration Precision with Billing's Proration Type. Otherwise, the proration methods can cause unwanted differences between an invoice line's balance and the customer's expected billings based on the product's price.

Let's start out by examining an order product billed $1000 monthly in arrears for a 12-month term. CPQ uses Monthly + Daily proration settings, while Billing uses Calendar Days. A sales rep quotes it for 04/23 through 09/30/19, then orders and invoices it.

EDITIONS

Available in: Salesforce Billing 212.5 and later



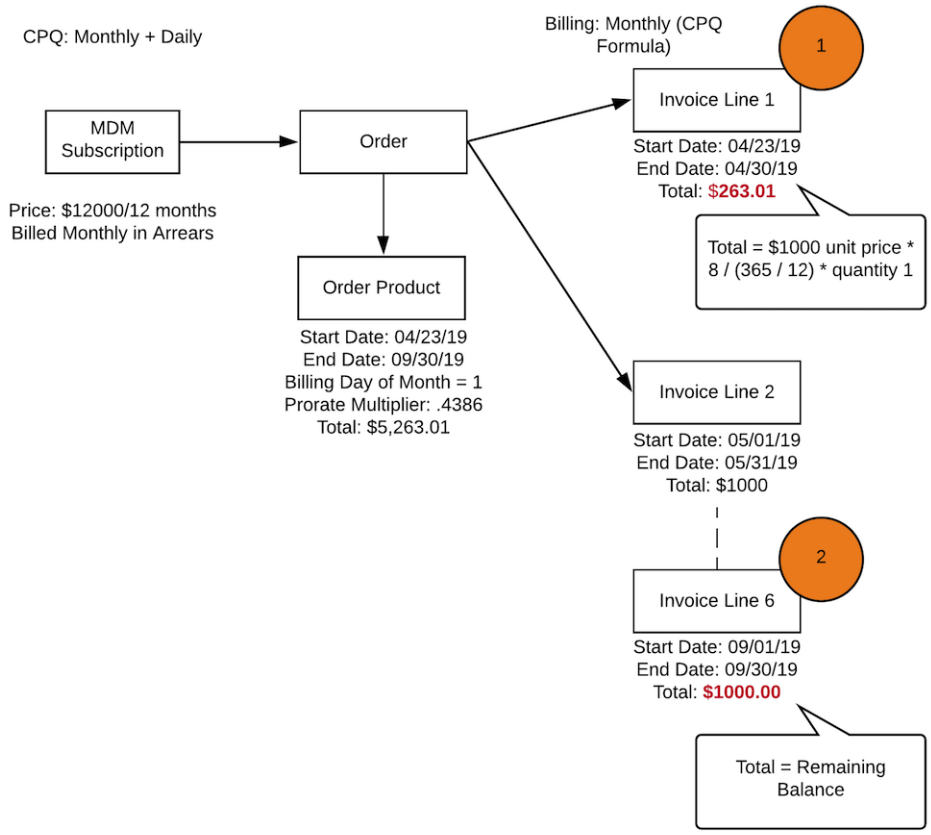
In (1), the first billing period in April is prorated to run from 04/23/19 through 04/30/19. This period represents one difference in proration between CPQ and Billing - when CPQ calculated proration, it counted forward by month starting on 04/23/19. We moved through 7 whole months and used 09/23 through 09/30 as our final period for calculating proration. However, Billing prorates based on when the order product invoices: Since we're billing monthly in advance, our first period for proration is 04/23 through 04/30.

Moving through the next four full months of invoicing at $1000 per month, we arrive at a total of $4,266.67 (2). The final billing period of 09/01 through 09/30 must cover the order product's remaining balance, so the invoice line has a total balance of $996.34 (3).

However, this balance represents the discrepancy from the current proration configurations: The product had a monthly price of $1000, yet the billing is at $996.34 for the full month of September. Even though the invoice lines add up to $5,263.01 like the order product's total, most customers would expect to pay the product's price of $1000 per month in a full, non-prorated month.

Alignment Option 1

Our best option for alignment is to continue using Monthly + Daily proration in CPQ while changing our Billing proration type to Monthly (CPQ Formula). While this value is active, Billing uses (365/12) as the length of a month. Let's see what happens Months (CPQ Method) is active in our same example.

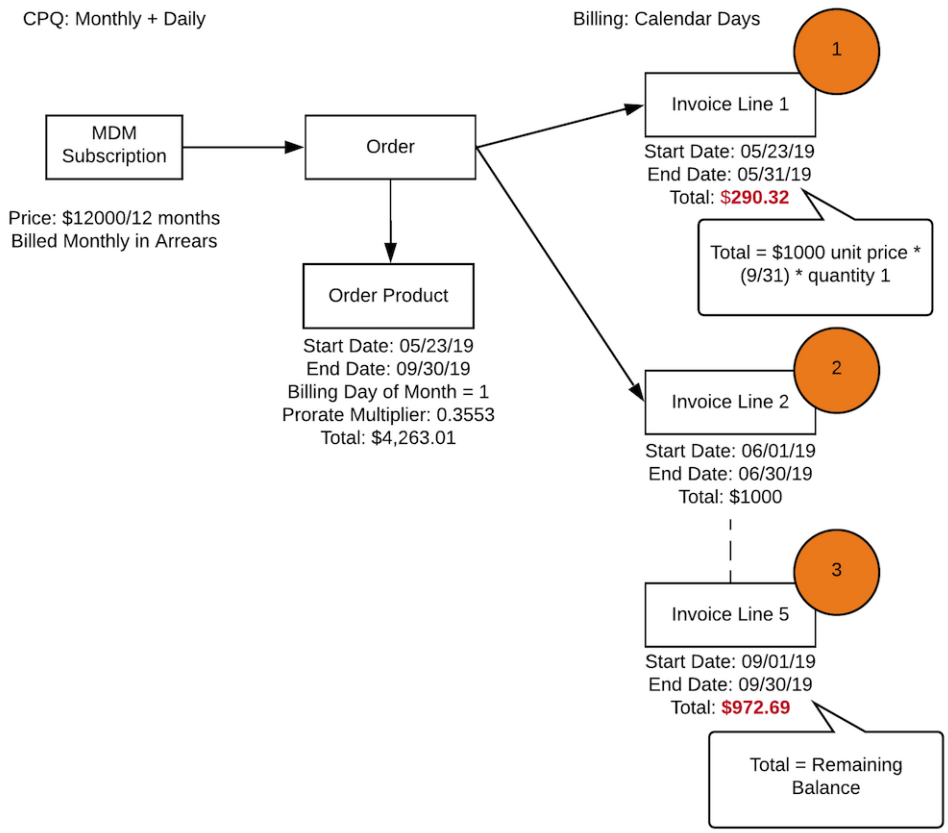


In this case, the first period (1) has a prorated balance of $263.01. The next four full months bring the total to $4263.01. Now, the remaining balance in September (2) is $1000, aligning with the expected charge based on the product's original price of $12000 over 12 months.

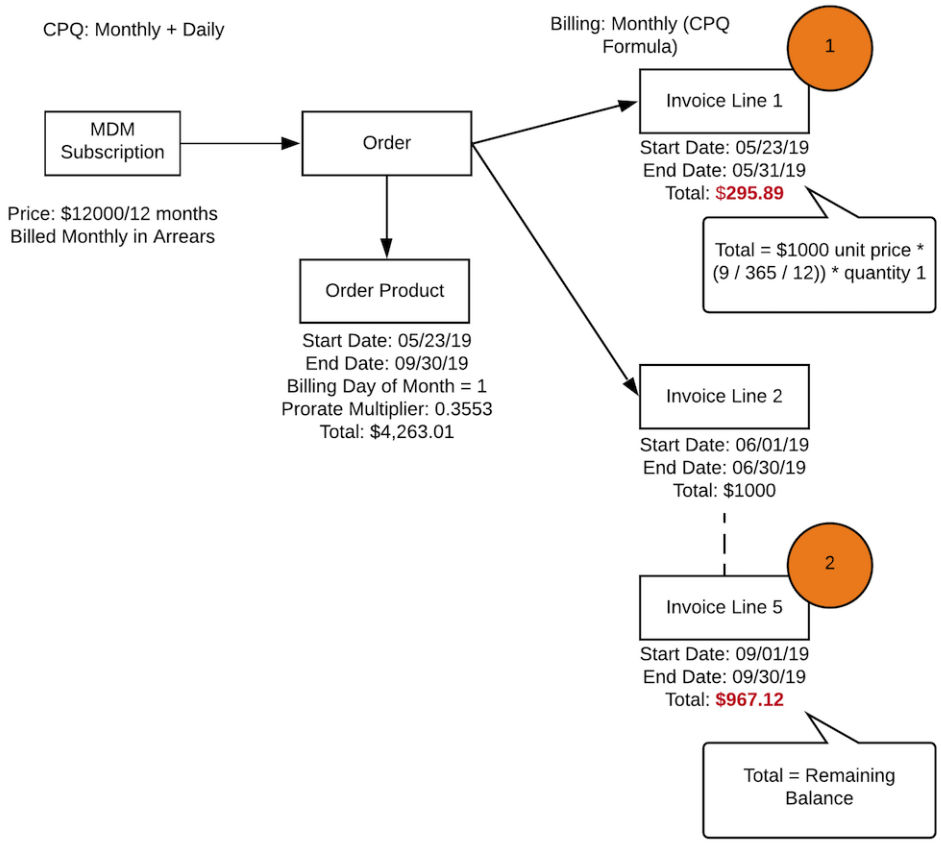
Aligning for Terms with Start and End Months of Different Lengths

Make sure to account for differences in month lengths when configuring proration between CPQ and Billing. If the first and last billing periods are in months with different lengths, the final billing period still differs from the product's monthly price even when proration methods are aligned.

Let's return to the first example of the same product, but quoted from 05/23/19 through 09/30/19. In this case, the initial billing period lasts for 9/31 days, producing a slightly larger value than 8/30. This larger billing period, alongside the shorter final month length in September, means that the final billing period has a smaller remaining balance to invoice.



When we change Salesforce Billing's prorate type to CPQ Method, our final invoice line has a slightly larger difference from the monthly rate of $1000.


CPQ: Monthly + Daily
Billing: Monthly (CPQ Formula)
1
MDM Subscription
Order
Invoice Line 1
Start Date: 05/23/19
End Date: 05/31/19
Total: $295.89
Price: $12000/12 months
Billed Monthly in Arrears
Total = $1000 unit price * (9 / 365 / 12)) * quantity 1
Order Product
Start Date: 05/23/19
End Date: 09/30/19
Billing Day of Month = 1
Prorate Multiplier: 0.3553
Total: $4,263.01
Invoice Line 2
Start Date: 06/01/19
End Date: 06/30/19
Total: $1000
2
Invoice Line 5
Start Date: 09/01/19
End Date: 09/30/19
Total: $967.12
Total = Remaining Balance

TROUBLESHOOTING PRORATION ISSUES

When you're working with proration in CPQ and Billing, review some important guidelines to ensure that your proration values align and deliver expected results.

When you invoice a quote, you typically want the invoice's total to align with the quote and order's total. Misalignment between quote and invoice balances happens for three reasons.

- Rounding when an invoice line contains a fraction of a cent
- Differences between CPQ and Billing proration settings
- Changing any billing-date-related order field or order product field, such as billing day of month or billing frequency

Let's see how you can manage each.

Rounding for Fractional Currency Values

If Salesforce Billing encounters a repeating decimal when dividing an order total into invoices over a set of billing periods, it rounds the repeating value to two decimal places and then adds any remaining balances in the final periods. During rounding, the third decimal is used to determine whether the second decimal is rounded up or down. The last invoice then has a different balance to account the previous rounding, which ensures that the order product is still billed in its entirety. This process can't be changed or overwritten. Here are two examples.

$100 billed monthly for 12 months

Rounded down because 8.333 is closest to 8.33

Invoice balance for first 11 months: $8.33

Invoice balance for 12th month: $8.37

$104 billed monthly for 12 months

Rounded up because 8.666 is closest to 8.67

Invoice balance for first 11 months: $8.67

Invoice balance for 12th month: $8.63

CPQ and Billing Proration Settings

CPQ and Billing package settings each contain several options for proration calculation formulas. Different combinations of the settings may produce variations in how your balances are distributed between orders and invoices. We recommend two ways as the most effective options for aligning proration between the packages.

Option 1

- CPQ: Proration Day of Month (Calendar Monthly + Daily)
- Billing: Proration Day of Month

While Proration Day of Month (Calendar Monthly + Daily) is active in CPQ, Salesforce CPQ calculates proration periods based on the quote's proration day of month. The setting uses the same formula as Calendar Month + Daily to calculate the prorate multipliers. When you order the quote, the order inherits the proration day of month in the billing day of month field. This configuration allows CPQ and Billing to use the same boundary to calculate proration periods.

For more information on using the Proration Day of Month field, review Align CPQ and Billing Cancellation Based on Billing Periods.

For a line-level review of proration differences and alignment, review Aligning Proration Between CPQ and Billing.

Option 2

- CPQ: Monthly + Daily
- Billing: Monthly (CPQ Formula)

This option is helpful for companies that align the effective date of their amendments to the beginning of the billing term.

Changing Date-Related Order or Order Product Fields

Salesforce Billing proration formulas evaluate a set of order and order product fields to calculate proration periods, which are then used to calculate invoice balances. If you change the default values of any of these fields, your quote and invoice totals can misalign, even if you aligned your CPQ and Billing proration settings.

Changing important billing fields on orders and order products can cause your quote and invoice balances to misalign, even if you aligned your CPQ and Billing proration settings.

Example: For example, consider a quote line for a monthly MDM Subscription with a list price of $12,000 for a one-year subscription term. A sales rep negotiates a shortened term of 04/23/21 through 09/30/21 with a customer and then adds it to their quote. The prorated list price is $5,263.01.

You've set up automation that sets the order's billing day of month to 1 by default. As Salesforce Billing invoices the order, your invoice lines for each month's invoice have the following values.

- 04/23–04/30: $266.67
- 05/01–05/31: $1,000
- 06/01–06/30: $1,000
- 07/01–07/31: $1,000
- 08/01–08/31: $1,000
- 09/01–09/30: $996.34

However, let's say you change the billing day of month to 15 after the first invoice and before the second invoice. While your total billed is the same, this change affects how the total amount is split up between each invoice.

- 04/23–04/30: $266.67
- 05/01–05/14: $460.27
- 05/15–6/14: $1,000
- 06/15–07/14: $1,000
- 07/15–08/14: $1,000
- 08/15–09/14: $1,000
- 09/15–09/30: $536.07

Changing your order's start date also affects how your invoice total is divided among billing periods. Let's return to our MDM subscription with a term of 04/23/21 through 09/30/21, where the billing day of month is 1. If you change the order's start date to 05/23/21, Salesforce pushes the end date to 10/30/21. However, May has 31 days, as opposed to 30 in April, so the first billing period covers one extra day. Let's look at the new periods. Also remember that Salesforce CPQ adjusts the end date out so that the order covers the same amount of time.

- 05/23–05/31: $295.89
- 06/01–06/30: $1,000

- 07/01–07/31: $1,000
- 08/01–08/31: $1,000
- 09/01–09/31: $1,000
- 10/01–10/31: $967.12