



# Next Gen Billing and Revenue Innovation Management

## The engine to drive an XaaS digital transformation with confidence

### Marketplace opportunity/challenge

Companies shifting from selling products to selling services face several key challenges: Innovating a subscription-based business model, bringing it to market ahead of the competition, and quickly adjusting pricing structures, while managing recurring and usage-based revenue. In an increasingly subscription-based economy, companies need an engine to help them make that transition to Anything-as-a-Service – XaaS – easier.

### Overview

Billing and Revenue Innovation Management (BRIM) is a comprehensive solution for high-volume subscription-based businesses. A modular and configurable contract accounting solution, it supports multiple industry nuances while addressing key XaaS challenges. BRIM also integrates with core SAP® modules to provide an end-to-end enterprise solution, making it ideal for any company embarking on an XaaS transformation.

### Key features

Manage master agreements, including invoicing hierarchies, specialized catalogs, and shared credit.

Capture and monitor subscription orders to ensure delivery and billing accuracy.

Support growing volumes of usage data with unlimited scalability.

Design customer-centric, subscription, and usage-based pricing models.

Simplify implementation into legacy environments with intuitive published REST APIs.

Unify billing information from various areas and partners into a single, clear summary.

Manage revenue flow with intelligent, automated receivables and payments handling.

Integrates with SAP modules dedicated to entitlement management services, revenue accounting and reporting, asset accounting/ lease accounting, and financials, plus SAP S/4HANA® sales.

### Change impacts

1. Greater operations efficiency and automation allows touchless commerce/e-commerce for XaaS business models; talent can focus on more strategic value-add projects.
2. Stakeholders have access to self-service features for 360-degree reporting on customer and revenue partner financial activity, plus simplified reconciliation and closing operations through a summarized general ledger.

### Key benefits



Eases the transition into XaaS for selling subscriptions, usage-based services and physical goods, and enables full contract life-cycle management, including renewals, upgrades/downgrades, pro-rations, and cancellation.



Supports complex revenue-sharing models (e.g. royalties, commissions, and in-app purchases) across an extended ecosystem.



Enables prepaid, installment, and pay-as-you-go business models with rules-based, intelligent automation of consolidated invoicing and accounting processes from multiple billing systems.



Supports high transaction volumes with automated, transparent processing across the entire billing value chain.



Offers ability to automate asset accounting transactions for as-a-service offering.



Integrates with a variety of front-end e-commerce and CPQ applications such as SAP® Commerce Cloud, Salesforce, and Callidus.



Enables regulatory compliance for revenue recognition and assurance with complete end-to-end transactional traceability in XaaS business model transformations.

3. New ways of working are driven by capabilities that support new and evolving operating models, and simplify corporate day-to-day operations for high-volume and high-consumer subscription-based businesses.