INNOVATE. INTEGRATE. TRANSFORM. RUN

teamwork for a brighter future together

Enabling Your Business to Go Further!

SAP S/4 HANA

Enterprise Business Model Platform

with

Subscription Processing and Complex Contracting

built on

SAP Best Business Practices

1 Solution Information

There are two key components to the overall solution scope: 1) the S/4HANA enabling technology for both **digital business transformation** and **subscription management**, and 2) an **innovation organization** option for developing and supporting new business models. The second contains several proprietary tools and methods which are available during an on-site discovery session. Those tools and methods are different than other **innovation initiatives** in the market as we demonstrate how to build and maintain an **innovation organization** focused on new revenue channels, new markets, and **new product innovation**, new product introduction, as well as new product development.

1.1 The IITRun S/4HANA Pre-Configured Subscription and Business Model Transformation Solution.

The IITRun pre-configured reference solution is a pre-packaged, ready-to-use, end-to-end reference solution, with **subscription management** and **subscription processing** added into an entire S/4HANA ERP platform. It includes state-of-the-art applications and SAP's Best Practices encapsulating the experience from successful, real-life **digital transformation** projects. This solution is compatible with SAP's transformation road map and delivered as a pre-packaged reference platform to:

- enable you to reduce cost,
- decrease risk,
- and accelerate adoption during discovery, preparation, exploration, and realization activities.

Our reference solution contains the key **subscription** and **X-as-a-Service** processing components all within the S/4HANA platform. For e-commerce integration SAP Hybris is the preferred solution (*but not required*) because it has the SAP pre-developed integration framework to connect to the S/4HANA system. This reduces time, cost, and complexity for deployments needing e-commerce capabilities. Example middleware interfaces have already been constructed for integration to existing entitlement or usage systems for processing. There is also a digital payments gateway option for S/4HANA which includes common payment processing options.

Our solution covers the **subscription processing** space but allows for your business to scale beyond the S/4HANA application into these other areas as time permits. For example, you may want to scale to SAP's BRIM (Billing and Revenue Innovation Management), CRM, or other components that might be needed in the future as you grow and expand.

Note: *While our reference solution has subscription and complex contracting capabilities, beyond the standard S/4HANA delivered functionality, it also has the SAP Best Business Practice templates applied so that it can be deployed for nearly any industry or business scenario. This is not just a subscription solution but a complete business platform. For thorough list of S/4HANA ERP features and functionality please see the 586 page guidebook from SAP: https://help.sap.com/doc/e2048712f0ab45e791e6d15ba5e20c68/1809.002/en-US/FSD_OP1809_FPS02.pdf*

1.2 Accelerated Business Model Solution for Digital Transformation

Together with SAP's pre-packaged ERP Best Practices, our **subscription processing** solution contains pre-developed reference configuration, development, data, and processing options for:

- Device-as-a-Service
- Data Usage (including IoT)
- Cloud Subscription and Resale (Including Compute, Storage, and Data Usage)
- Supply Fulfillment Subscriptions
- Third-Party product and service integration (with or without subscriptions)
- Automatic Rules Based Contract Renewal pricing (Opt-in, Opt-out, Evergreen)
- Promotional Offers
- Flexible Bundle and Subscription Pricing (for mixes of subscription and non-subscription items)
- Pro-Rating for Changes
- Change history
- Example Middleware for Entitlements including change updates
- Example Middleware for Usage Rating including change updates
- Example Middleware for Usage Processing

This list represents only a small sampling of the capabilities and functionality available for your Digital Transformation. The SAP S/4HANA platform is an entire Digital Business Transformation suite of tools and applications. We use our proprietary Rapid Prototype Modeling (RPM™) methodology with other accelerators to deliver an S/4 HANA business transformation platform.

1.3 S/4HANA Pre-configured Subscription Management Supporting Tools

Please contact us for a licensed and hosted demo system if you would like to test drive our solution.[1]

The **subscription billing** and **recurring payment processing** solution, along with the SAP Best Practices, includes:

1. A preconfigured solution combining standard SAP Applications with preconfigured processes and sample data.
2. Business content including end-to-end process models with sample workflows, reports, enhancements and forms, where applicable.
3. Accelerators like configuration and how-to guides, test/demo scripts and implementation tools. Additional detail on the accelerators and tools is available as part of a solution demonstration for customers interested in deploying subscription processes.
4. A design and development service is available for additional subscription models, or other business model ideas, as part of our customer enablement and jump-start program for discovery, exploration and realization.

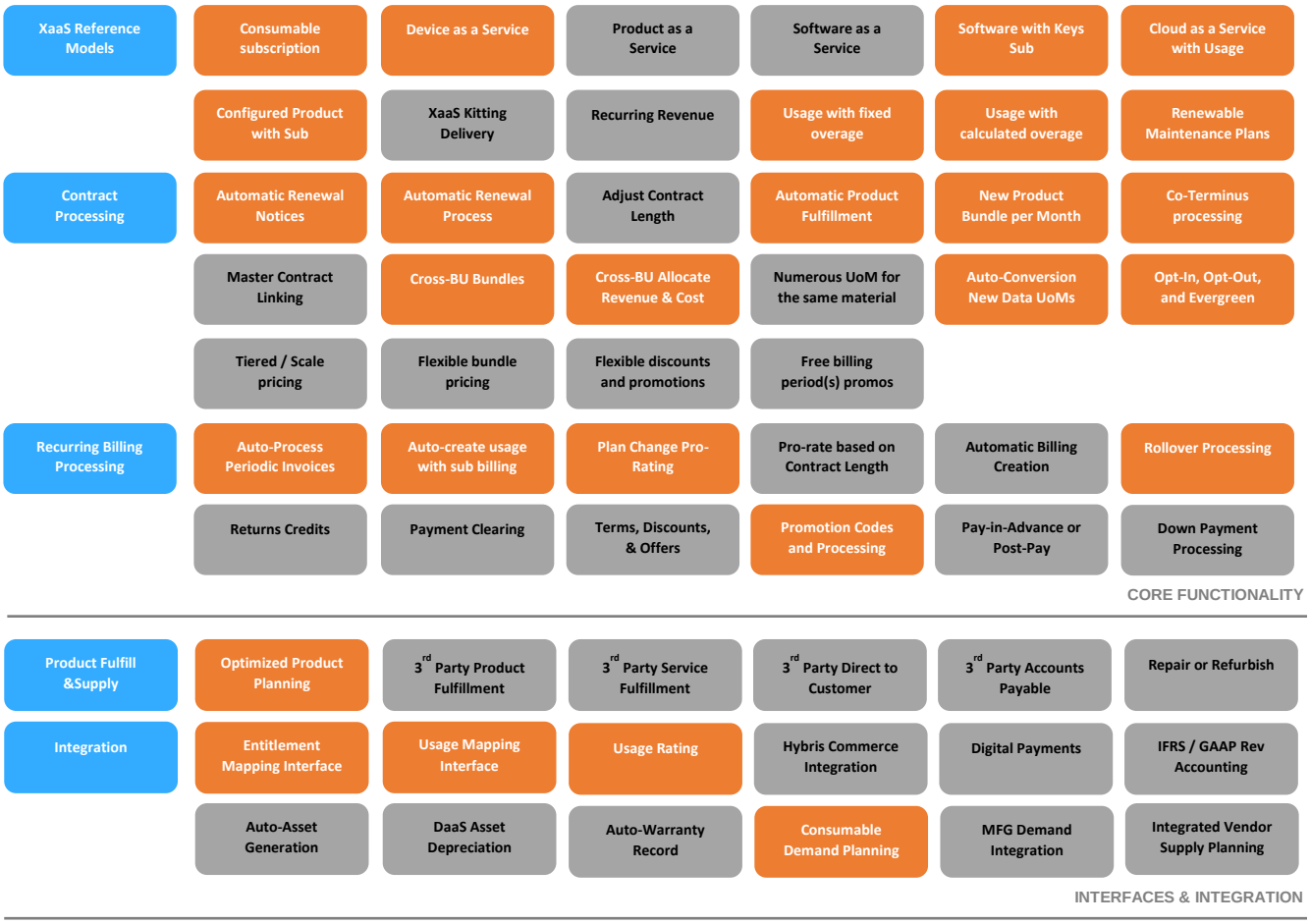
[1] SAP software licenses are required for the S/4HANA platform and for additional SAP products

1.4 Accelerated Subscription Business Model Solution for Digital Transformation

This is the **subscription management** solution scope for our S/4HANA pre-configured **subscription billing** platform. The SAP delivered Best Practices foundation processes which our **subscription models** are developed on are laid out in more detail below.

Subscription Processing Capability Area
Specially Developed Subscription Solution
SAP Delivered Core Functionality

1809 S/4HANA Subscription Management Reference Solution Scope



Business Benefits

- Reduce cost of operations by using standardized processes delivered by SAP Best Practices
- Manage multiple geographies, divisions, subsidiaries, and ledgers with global and country-specific content
- Drive operational efficiencies
- Comply with regulations
- Allow a first-hand experience of SAP S/4HANA with instant guided trials



Competitive pressure has never been greater with market disrupting technology available everywhere.

Change your existing culture to address the marketplace through new innovation capabilities with technology that enables new business models, new revenue channels, and improving speed to market. We leverage SAP's S/4HANA computing power, artificial intelligence, and real-time business capabilities for Digital Business Transformation. But this isn't just about the technology, our organizational development process helps build an enterprise innovation incubator, then enables that innovation incubator with the technology, and as that capability matures, we help integrate that capability into the broader enterprise. This way we bring the time-to-market development, and the customer adoption curve, to different areas throughout the enterprise.

About:

IITRun is a full-service digital transformation and technology service provider of SAP and other solutions. We operate as part of a consortium of boutique providers, who each have a best of breed focus on each area of system integration. We work together with common methods, tools, and approaches to bring you a better solution, with more skilled resources, than larger system integrators--, and we do it at a better price! Save money, save time, and get better results.

Our approach embodies the ideal of "better, faster, and cheaper!"