



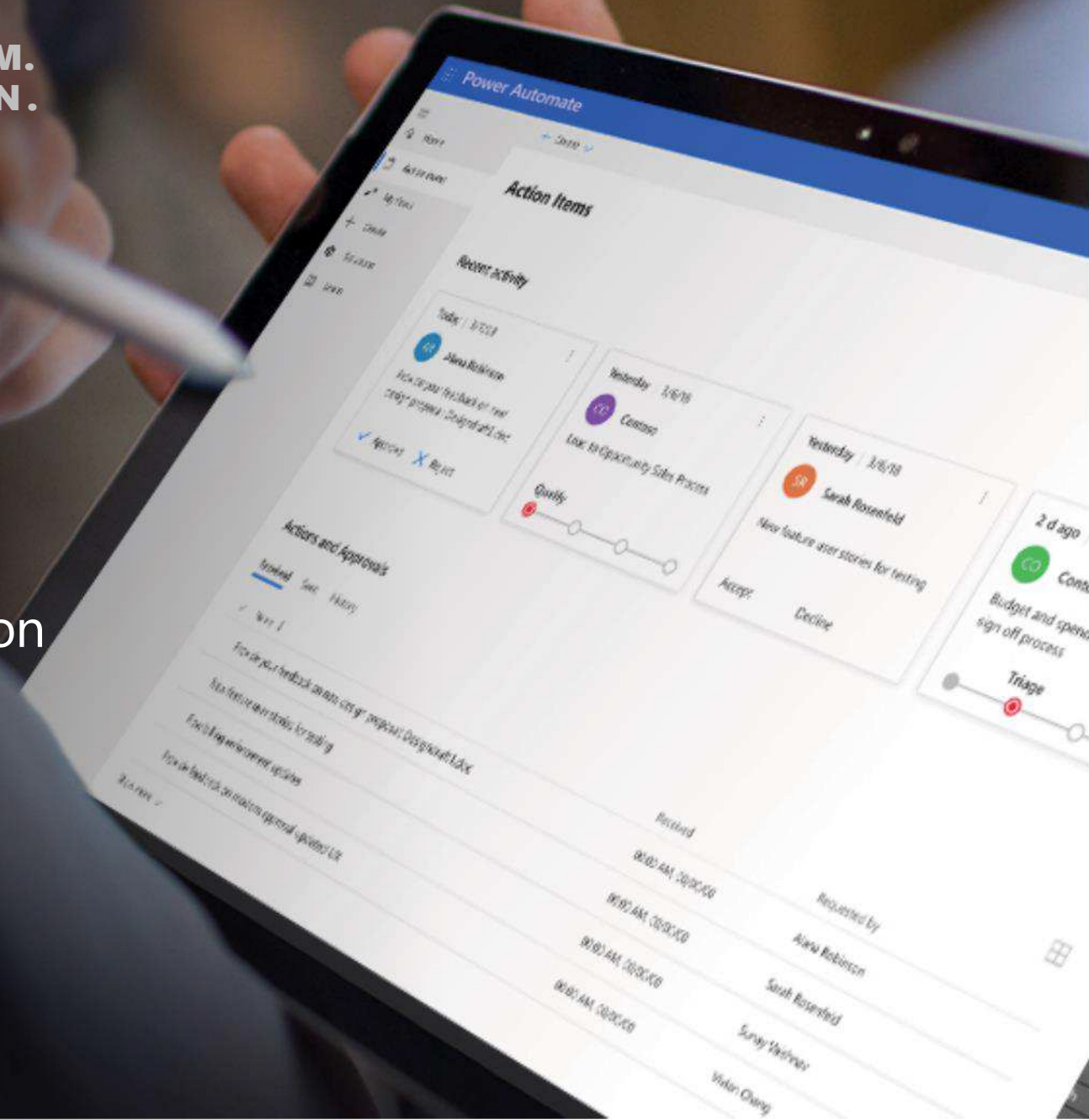
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IITRun

Recurring Revenue

Subscription, Leasing, and Bundling Solution





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Subscription Process Scope

Unshackle your sales force with subscription, leasing, bundling and mobility options





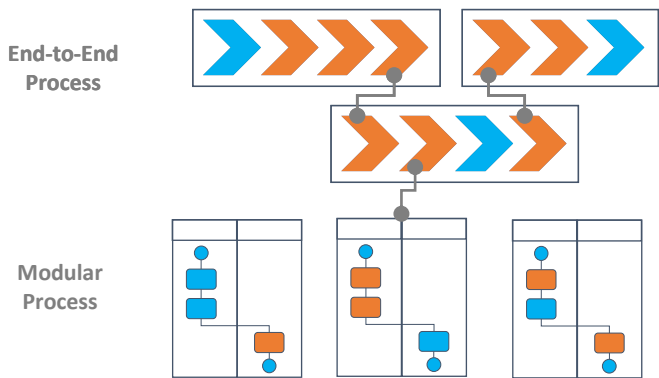
Pre-Configured End-to-End Solutions

solution includes 109 common Best Business Practice scenarios of over 230 available (more available on request)



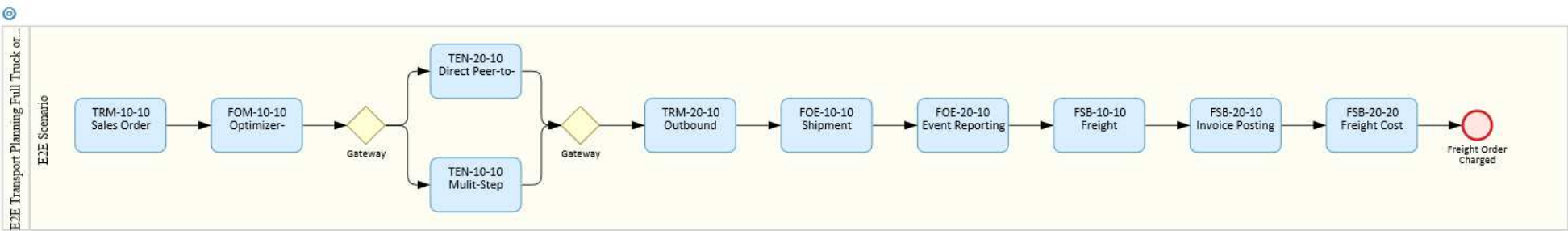
Available for Rapid Prototyping & Modelling (RPMSM), including applications, configuration, and sample data

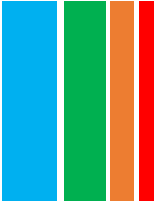
- End-to-end business scenarios containing modular processes already configured in SAP Software
- Process hierarchies
- Role oriented process diagrams



Example:

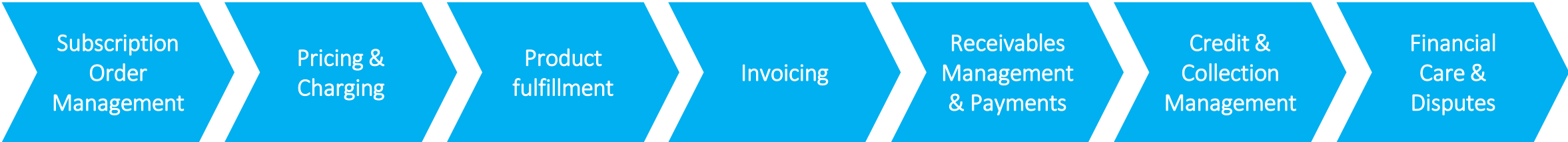
E2E Transport Planning Full Truck or Less Truck Load





Bundling / Leasing / Subscription Process Scope

from order to pricing to fulfillment and invoicing to finance (built on top of SAP's 200+ available Best Practices options)



- Product catalog & offer management
- Bundles
- Usage rules
- Product fulfillment options
- Entitlement interface
- Opt-in or opt-out renewals
- Automatic renewal notice and notice schedules

- Pricing & modeling
- Usage and Rating interface
- Pricing allocation for bundles
- Partner revenue share calculation

- Partner product processing with drop ship
- Shipping
- Monthly “box type” fulfillment options

- Customer billing & invoicing
- Partner payment statements

- Revenue Management
- Payment Handling

- Credit management
- Collections management

- Financial customer care
- Dispute handling

Our Solution



- AIF inside S/4HANA for entitlements and usage processing *(optional)*
- Advanced Variant Configuration inside S/4HANA for CPQ *(optional)*



Can scale to

Traditional Architecture



- SAP BRIM
- SAP CRM or C4HANA
- SAP NetWeaver application server JAVA (SAP ASE as database) with CRM components installed
- SAP Convergent Charging 4.1
- SAP Flexible Solution Billing
- PI / PO
- AIF *(optional)*
- AVC *(optional)*

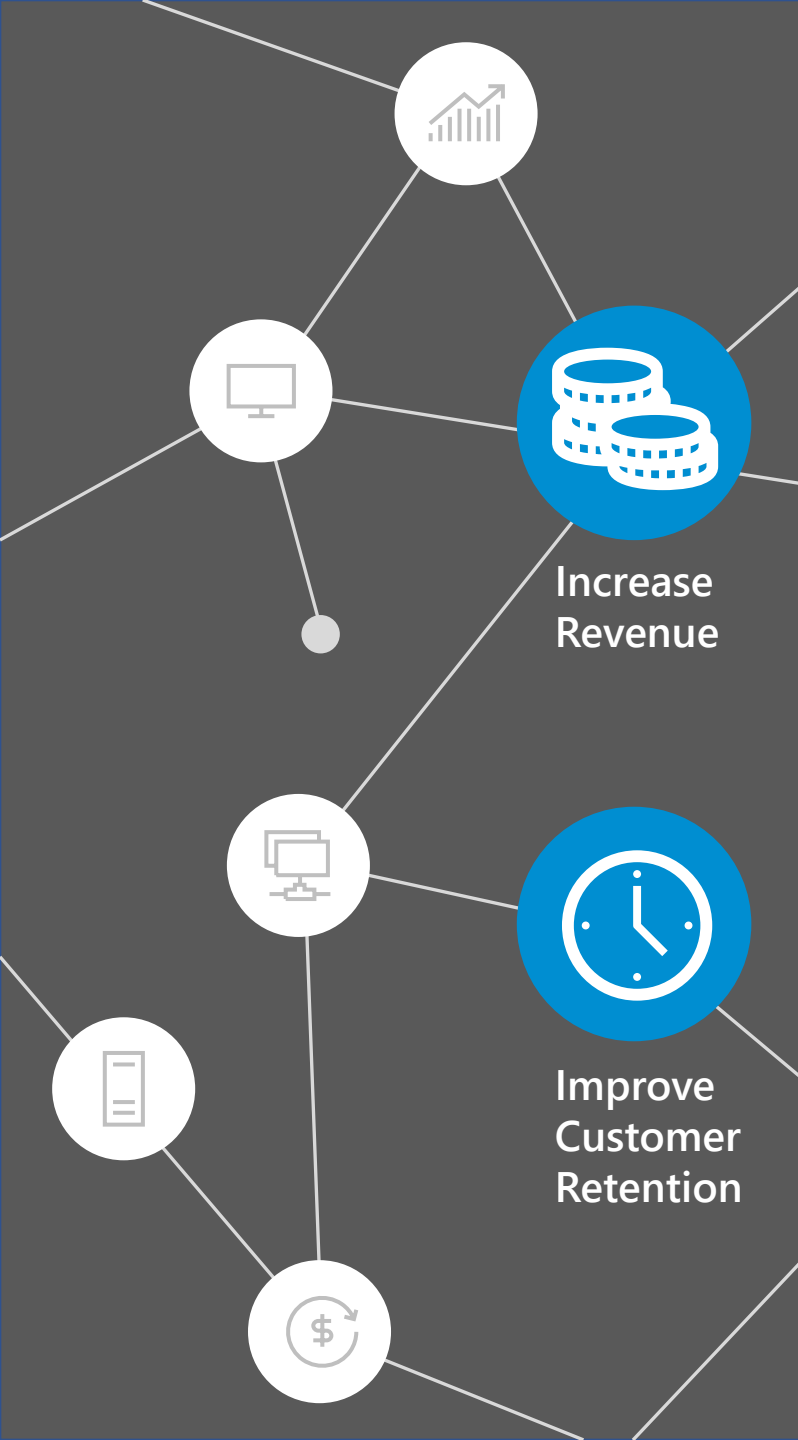
** Our solution has been designed in such a way that it can be backported into ECC. This is just the illustration of the process chain for subscriptions and does not show the processes included as part of SAP's Best Practices solutions.*

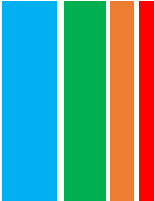
Recurring Revenue Subscription Solutions

Built on top of SAP's pre-packaged ERP Best Practices, we offer:

- X-as-a-Service processing including software (SaaS), hardware, devices, cloud, etc.
- Subscriptions and Leasing
- Product bundling with or without subscriptions
- Product, service, and maintenance bundle processing
- Third-Party product and service integration
- Cloud Subscription and Resale (including compute, storage, and data usage)
- Usage processing (including data, IoT, time, etc.) and rating
- Flexible pricing including tiered, time-based, bundles, pro-rating, renewals, etc.
- Supply Fulfillment Subscriptions with Supply Chain Integration
- Automatic renewal notices with rules based contract processing
- Reference middleware for entitlements
- Reference middleware for usage rating
- Reference middleware for usage rule processing

and much, much more...





Standard SAP
Specially developed solution

Our S/4HANA Reference Solution Overview

enabling new business models so *You Can Go Further*

S/4HANA (or ECC) Reference Solution Scope

XaaS Reference Models	Consumable Subscription	Device as a Service	Product as a Service	Software as a Service	Software with Keys Subscription	Cloud as a Service with Usage
	Configured Product with Subscription	XaaS Kitting Delivery	Recurring Revenue	Usage with fixed overage	Usage with calculated overage	Renewable Maintenance Plans
Contract Processing	Automatic Renewal Notices	Automatic Renewal Process	Adjust Contract Length	Automatic Product Fulfillment Orders	New Product Bundle per Month	Coterminous processing
	Master Contract Linking	Cross-BU Bundles	Cross-BU Allocate Revenue & Costs	Numerous UoM for the same material	Auto-Conversion New Data UoMs	Opt-In, Opt-Out, and Evergreen
	Tiered / Scale pricing	Flexible bundle pricing	Flexible discounts and promotions	Free billing period(s) promos		
Recurring Billing Processing	Auto-Process Periodic Invoices	Auto-create usage with sub billing	Plan Change Pro-Rating	Pro-rate based on Contract Length	Automatic Billing Creation	Rollover Processing
	Returns Credits	Payment Clearing	Terms, Discounts, & Offers	Promotion Codes and Processing	Pay-in-Advance or Post-Pay	Down Payment Processing

CORE FUNCTIONALITY

S/4HANA Reference Solution Overview (continued)

enabling new business models so *You Can Go Further*

S/4HANA (or ECC) Reference Solution Scope



INTERFACES & INTEGRATION

Best Practices Scope – 109 common scenarios of over 230 available are pre-configured *(additional scope available on request)*

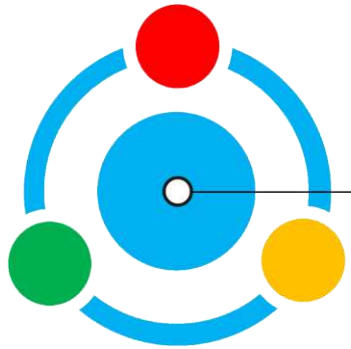
Scope Item ID	Line of Business	Business Area	Description
115	Finance	Financial Operations	Invoice, Taxes and Complementary Postings
181	Sourcing and Procurement	Invoice Management	Requisitioning
186	Sales	Order and Contract Management	Sales Rebate Processing
18M	Manufacturing	Production Operations	Make-to-Order Production - Semifinished Goods Planning and Assembly
18S	Sales	Order and Contract Management	SAP Fiori Analytical Apps for Sales
1EG	Finance	Treasury Management	Bank Integration with File Interface
1E2	Sales	Order and Contract Management	Credit Memo Processing
1F1	Sales	Order and Contract Management	Debit Memo Processing
1GA	Finance	Accounting and Financial Close	Accounting and Financial Close - Group Ledger IFRS
1G6	Finance	Accounting and Financial Close	Asset Accounting - Group Ledger IFRS
1GF	Finance	Accounting and Financial Close	Asset Under Construction - Group Ledger IFRS
1GI	Finance	Accounting and Financial Close	General Ledger Allocation Cycle
1GO	Finance	Accounting and Financial Close	Cash Journal
1I9	Database and Data Management	Enterprise Information Management	Master Data Catalog for SAP S/4HANA - On-premise
1I8	Sourcing and Procurement	Procurement Analytics	Real-Time Reporting and Monitoring for Procurement
1I1	Finance	Financial Operations	Lockbox
1MI	Application Platform and Infrastructure	Output Management	Delivery Processing without Order Reference
1M0	Sales	Order and Contract Management	Cash Application Integration
1MV	Finance	Financial Operations	Project Control
1NF	R&D / Engineering	Engineering Change Management with Change Records	Foundation
1NN	Application Platform and Infrastructure	Product Engineering	Business Event Handling
1NR	R&D / Engineering	Product Engineering	Engineering Bill of Material - Versions Management
100	Sales	Order and Contract Management	Planning Apps for Sales
185	R&D / Engineering	Product Engineering	Engineering Bill of Material - Mass Change
150	Finance	Financial Operations	Integration of SAP S/4HANA for Customer Payments
152	Finance	Financial Operations	SAP Digital Payments Add-on
1XF	Sourcing and Procurement	Sourcing and Contract Management	Request for Price
1X1	Sourcing and Procurement	Central Procurement	Central Requisitioning
1YT	Manufacturing	Production Operations	Make-to-Order Production with Variant Configuration
121	Sales	Order and Contract Management	SAP Digital Payments Add-on - Sales
126	Sales	Order and Contract Management	External Billing
12i	R&D / Engineering	Product Engineering	Handover of Engineering Bill of Material to Manufacturing
12T	Finance	Accounting and Financial Close	Managing Material Price Changes and Inventory Values
21D	Manufacturing	Production Operations	Make-to-Stock Production with Variant Configuration
22P	R&D / Engineering	Product Engineering	Manage Documents (Sales Contracts)
22T	R&D / Engineering	Product Engineering	Set up Configurable Bill of Material using Variant Configuration
222	Sourcing and Procurement	Invoice Management	Procurement of Services

Scope Item ID	Line of Business	Business Area	Description
2EQ	Sales	Order and Contract Management	Sale of Services
2ET	Sales	Order and Contract Management	Sales Order Processing for Non-Stock Material
2FD	Finance	Accounting and Financial Close	Accounting for Incoming Sales Orders
2IB	Finance	Financial Operations	SAP Fiori Analytical Apps for Financial Accounting
2LN	Supply chain	Order Promising	Basic Available-to-Promise Processing
2LZ	Finance	Financial Operations	Integration of External Payments to SAP Digital Payments Add-on
2MO	Finance	Financial Operations	Integration of External Payments to SAP S/4HANA for Customer Payments
2ME	Sourcing and Procurement	Central Procurement	Central Purchase Contracts
2PD	Finance	Financial Operations	Provisioning of Overdue Receivables
2Q2	Database and Data Management	Enterprise Information Management	Data Migration to SAP S/4HANA from Staging
2OI	Manufacturing	Extended Production Planning and Scheduling	Demand-Driven Replenishment Planning and Execution
2QS	Sales	Order and Contract Management	Analytics for Sales: Central Stock with Returns
2QU	Sourcing and Procurement	Procurement Analytics	Purchase Order Visibility and Procurement Spend
2QW	Manufacturing	Production Operations	Analytics for Production Unit - Plan/Actual Production Cost
2QY	Finance	Accounting and Financial Close	SAP Fiori Analytical Apps for Asset Accounting in Finance
2TW	Sourcing and Procurement	Invoice Management	Complementary Procurement Functions
2TN	Sourcing and Procurement	Direct Procurement with Inbound Delivery	Direct Procurement with Inbound Delivery
2UV	Finance	Financial Operations	Combined Invoice - Goods and Service Items
2UW	Finance	Financial Operations	Delivery of Goods on Behalf of Another Company
2V7	Finance	Accounting and Financial Close	Monitoring of Goods and Invoice Receipts
2XT	Sourcing and Procurement	Central Procurement	Central Purchasing
2XU	Sourcing and Procurement	Operational Procurement	Procurement of Materials with Variant Configuration
2XV	Sourcing and Procurement	Operational Procurement	Proposal of Material Group
31D	Sales	Order and Contract Management	Sales Order Processing for Sales Kits
3AF	Finance	Advanced Accounting and Financial Close	Group Account Preparation for Financial Consolidation
803	Sales	Order and Contract Management	Sales Processing using Third-Party with Shipping Notification
806	Finance	Financial Operations	Basic Credit Management
809	Sales	Order and Contract Management	Sell from Stock
8DA	Sales	Order and Contract Management	Free of Charge Delivery
8DD	Sales	Order and Contract Management	Customer Returns
8DH	Sales	Order and Contract Management	Sales Order Entry with One Time Customer
8DK	Sales	Order and Contract Management	Sales Processing using Third-Party without Shipping Notification
8DN	Sales	Order and Contract Management	Sales of Non-Stock Item with Order-Specific Procurement
8DO	Sales	Order and Contract Management	Invoice Correction Process with Debit Memo
8DW	Sales	Order and Contract Management	Returns Processing
8EG	Finance	Cost Management and Profitability Analysis	Standard Cost Calculation

Scope Item ID	Line of Business	Business Area	Description
BE1	Finance	Accounting and Financial Close	Period-End Closing - Plant
BE1	Finance	Accounting and Financial Close	Inventory Valuation for Year-End Closing
BEK	Finance	Cost Management and Profitability Analysis	General Cost Center Planning
BEV	Finance	Cost Management and Profitability Analysis	Internal Order - Actual
BFA	Finance	Treasury Management	Basic Bank Account Management
BFB	Finance	Treasury Management	Basic Cash Operations
BFH	Finance	Accounting and Financial Close	Asset Under Construction
BGC	Finance	Accounting and Financial Close	SAP Fiori Analytical Apps for G/L Accounting in Finance
BGG	Supply Chain	Inventory	SAP Fiori Analytical Apps for Inventory and Warehouse Management
BHS	Database and Data Management	Enterprise Information Management	Data Migration to SAP S/4HANA from File
BIS	Manufacturing	Production Operations	Make-to-Stock Production - Discrete Manufacturing
BIE	Manufacturing	Production Operations	Make-to-Order Production - Finished Goods Sales and Final Assembly
BIH	Manufacturing	Production Operations	Make-to-Stock Production - Repetitive Manufacturing
BIK	Manufacturing	Production Operations	Production Subcontracting - External Processing
BKA	Sales	Order and Contract Management	Free Goods Processing
BKI	Sales	Order and Contract Management	Sales Order Processing with Customer Down Payment
BKL	Sales	Order and Contract Management	Sales Order Fulfillment Monitoring
BKN	Sales	Order and Contract Management	Invoice Correction Process with Credit Memo
BKN	Sales	Order and Contract Management	Order-to-Cash Performance Monitoring
BKZ	Sales	Order and Contract Management	Sales Order Processing with Invoice List and Collective Billing
BL1	Sourcing and Procurement	Operational Procurement	Serial Number Management
BMC	Supply Chain	Inventory	Core Inventory Management
BMD	Sourcing and Procurement	Sourcing and Contract Management	Purchase Contract
BMK	Sales	Inventory	Return to Supplier
BML	Supply Chain	Inventory	Physical Inventory - Inventory Count and Adjustment
BMR	Sourcing and Procurement	Operational Procurement	Scheduling Agreements in Procurement
BMY	Manufacturing	Production Operations	Subcontracting
BNX	Sourcing and Procurement	Invoice Management	Consumable Purchasing
ISI	Sales	Order and Contract Management	Sales Contract Management
J44	Manufacturing	Production Planning	Material Requirements Planning
J45	Sourcing and Procurement	Inventory Management	Procurement of Direct Materials
J54	Finance	Cost Management and Profitability Analysis	Overhead Cost Accounting
J58	Finance	Accounting and Financial Close	Accounting and Financial Close
J59	Finance	Financial Operations	Accounts Receivable
J60	Finance	Financial Operations	Accounts Payable
J62	Finance	Accounting and Financial Close	Asset Accounting

RPMSM DigitalOps Solution Delivery

Focus on being productive instead of busy
Tim Ferriss



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S/4HANA Tools and Resources for Efficient Deployment



Best Practices

Methodologies and step-by-step approaches combining knowledge of customer projects

SAP Solution Manager documentation

Business process documentation ready to use for discovery and fit-gap analysis

Delivery Services

Accelerators for fast onboarding and adoption along with adoption sessions for rapid prototyping of your subscription processing ideas.

Preconfigured End-to-End Processes

End-to-end processes tailored to your industry and line of business.
Preconfigured steps for operating the business with SAP software

Reference Architecture

Aligned with reference architecture for a particular domain whether it is On-Premise or Infrastructure-as-a-Service on our system, AWS, Azure, or G-Cloud

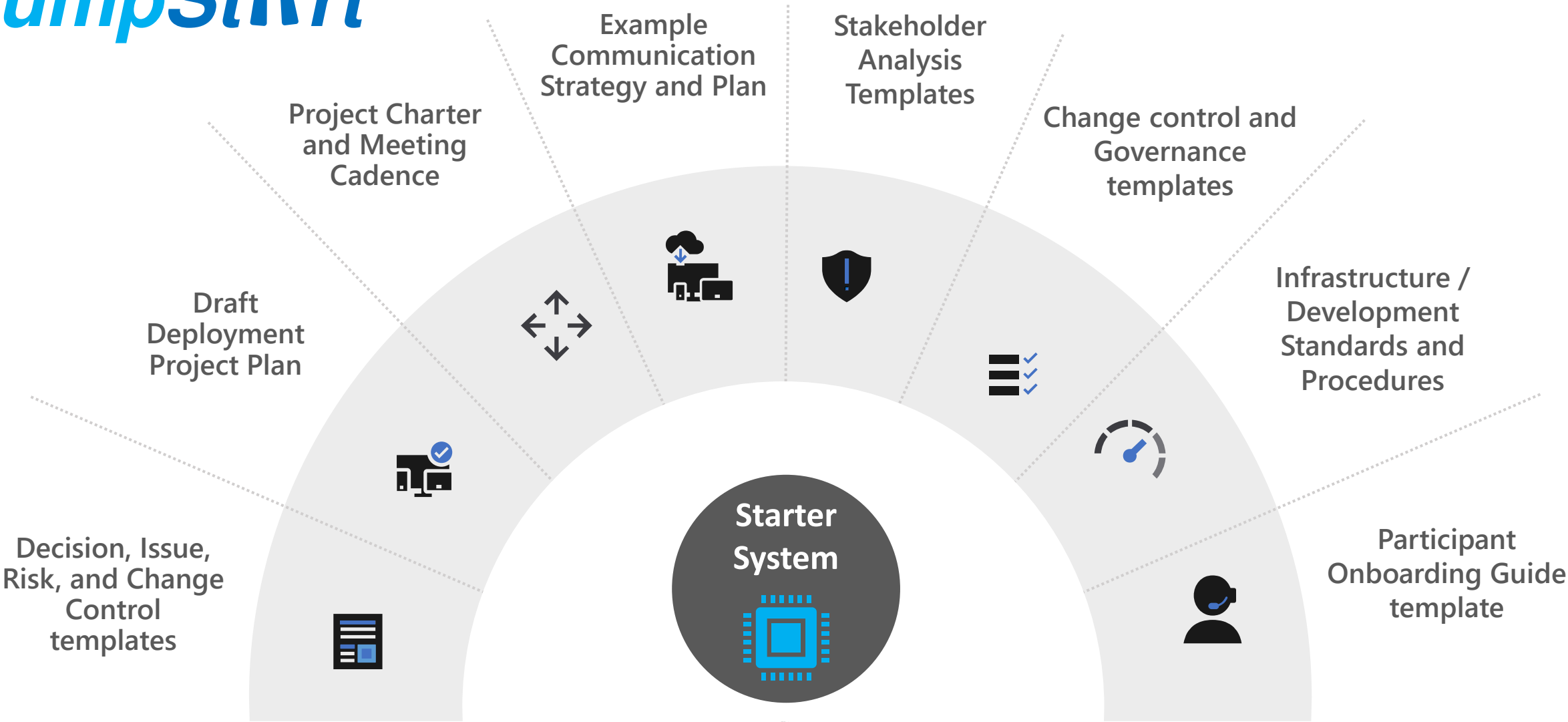
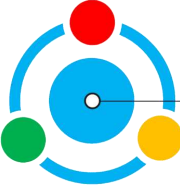
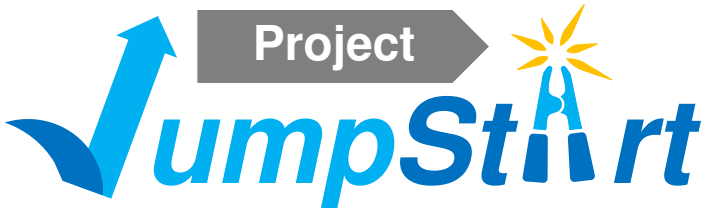
Sample Data

Sample master data and transactional data to showcase the business

SAP software and Integration

SAP S/4HANA, Entitlement Integration, Usage Integration, Digital Payments, SAP Hybris solutions



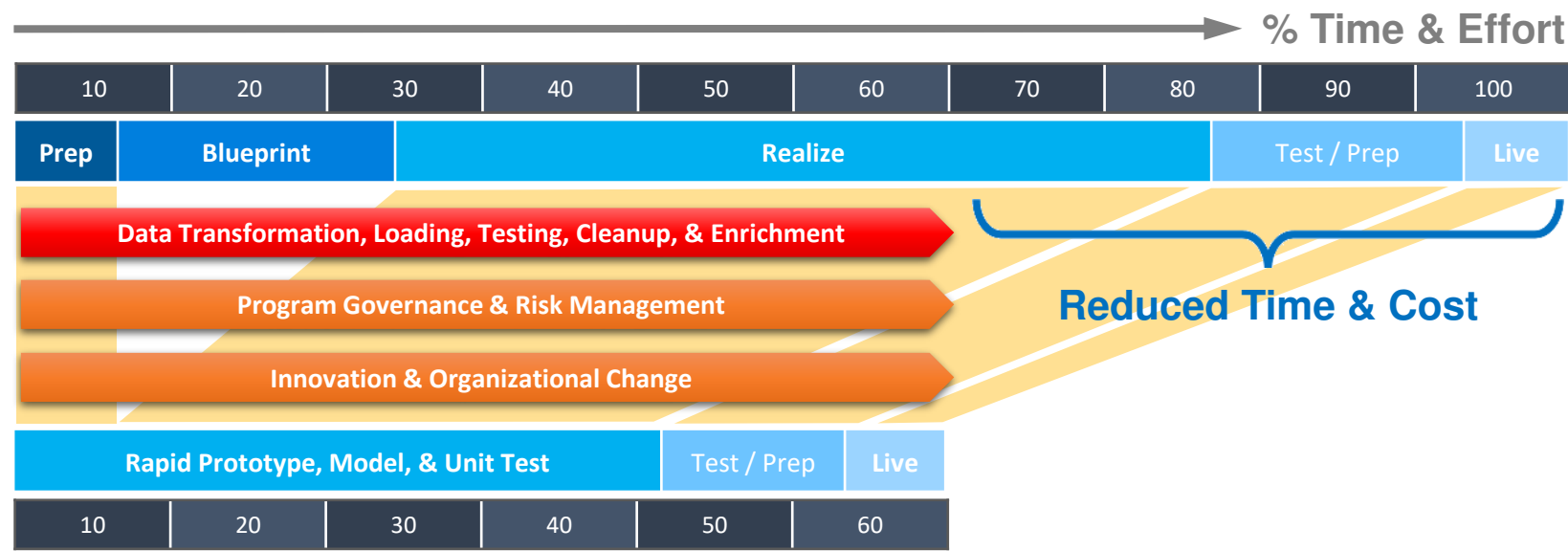




Example Timeline Compression Using Our RPMSM Method & Kit

starting with a live demo and development system on day 1, we immediately begin our agile build process

Compressed timeframes are illustrative only



Jump-start, refine detailed scope, schedule sessions, & provide system

- Reduce prep to a few days
- Set up templates
- Set up system logons
- Create meeting cadence
- Define prototype schedule

Dramatically reduce or eliminate blueprint 80% or more

- Blueprint is replaced by Agile build sessions
- No massive document to sign off on to discover it is either not really what was expected, or, is already outdated

Use the pre-configured client to cut build time up to 50%

- Hands-on system setup during design sessions
- Active-active prototyping
- Standard solution challenge “why won’t this work?”

Built-in prototype testing cuts the time up to 35%

- Fit-to-standard is higher leading to less development to test
- Pre-configured = pre-tested
- Verify process flows and heavily test integrations and data

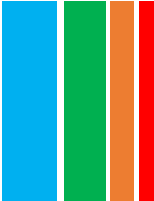


Top 5 Value Areas

Enabling You to Go Further!



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01

Faster Return on Investment (ROI)

A pre-configured solution that provides faster value realization for IT and the business

02

Increased Business Agility

An integrated innovation organization model for adapting to dynamic business needs

03

Lower Total Cost of Ownership (TCO)

Pilot S/4HANA in your new Innovation Organization to enable future deployments

04

Make Markets and Increase Shareholder Value

Introduce new products faster, and with better chances of success

05

Propel the Entrepreneurial Spirit

Promote positive change and market impacts with new innovations and services

Next Steps

let's go further together – *reach out today!*



Reach out with any comments, suggestions, or concerns -- *we want to hear from you!*

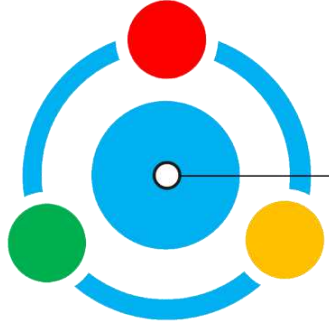


Call us to schedule a subscription or even an S/4HANA demo or solution overview



Ask us about our RPMSM Approach to Digital Operations (DigitalOps), our innovation capability development within your organization, how we help companies save on their SAP license and contract spend, or our SAP S/4HANA migration capabilities

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Appendix

Use Case Explanations, Process Descriptions, &
other Considerations on Your Journey

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A Few Example Use Cases

USE CASE ISSUE		SOLUTION
Does your sales team have the time, insights, guidance, and tools to engage, develop, and build customer solutions?		Our Bundling/Subscription/Leasing Processes: Product & Customer Value
Third-Party, Cross-BU, and creative Bundling: Deals and Revenue sharing for sales and business credit	<ul style="list-style-type: none">One of the obstacles to effective bundling strategies within organizations that have multiple Business Units is everyone wants to know how credit will be determined. Frequently this is a painful, manual process with lots of time and negotiation.Over time this behavior discourages customer solution type bundles because the sales force is challenged to deal with the internal Cross-BU wrangling.	<ul style="list-style-type: none">Our allocation solution allows you to structure a bundle, and sell it however you like. Whether you offer free, discounted, or specially priced component items in a bundle, the underlying accounting for sales credit is processed automatically. This way the customer gets their pricing structured how they expect the bundle, but the back-end reporting and accounting is processed with proper allocations so no one has to “takes the hit for the team”.Fair Market value rules and requirements are maintained for revenue reporting even when one or more items are provided free or at a significant discount to the customer.
Loyalty and Affinity program processing	<ul style="list-style-type: none">As part of a customer-focused retention program many companies adopt loyalty and affinity programs. Often these are provided as redeemable points for discounts or gifts. These must be integrated into the overall time-based contracting process.	<ul style="list-style-type: none">Our process gathers, processes, and maintains point based program processing as part of the overall solution. This includes the ability to include or exclude specific sold items from the program as desired. This also includes the ability to provide temporary or permanent tier structures to incentivize various buying behaviors around individual or groups of sold items.
In flight contract adjustments, changes, and pro-rating	<ul style="list-style-type: none">In the normal course of business it is common for quantity, term, or other changes to be made to time-based agreements.Pro-rating for a particular start date for the change, when invoicing may already be carried out, payments made, revenue earned, etc., all create both invoicing and accounting challenges.	<ul style="list-style-type: none">In flight pro-rating, and depending on the type of billing term change (weekly, monthly, quarterly, semi-annual, etc.), are supported with our solution.Financial allocation of the days “earned” up to the date of the change, and of the future payment amounts, is available and supported.
Synchronizing multiple contracts to bill together and potentially even reach an end date together (coterminous)	<ul style="list-style-type: none">Frequently customers who have multiple agreements want them synchronized together to make only one payment a month. In some cases they even want their agreements to all end or renew on the same date.Coterminous agreements present challenges with prorating and aligning multiple agreements as well as maintaining the various documentation and history.	<ul style="list-style-type: none">Coterminous processing onto a single agreement so they all expire together, or, across multiple agreements so they all bill together, are both supported depending on your business needs.Accounting and pro-rating is performed so that the agreements can all continue in sync.History of the changes, modifications, and adjustments are tracked and monitored.
Third Party product royalty payments	<ul style="list-style-type: none">A key feature of a great bundling and subscription program is the ability to sell, co-sell, and even competitive sell other products or services. This allows you to focus on holistic customer solutions.Paying for third party charges, whether it is royalties, or actual costs can be challenging. Depending on the agreements, accruals for the royalties, or warranties, may be required.	<ul style="list-style-type: none">Coverage is provided for automatic payments to vendors for services or products on the schedule(s) provided in the agreement.3rd Party processing includes automatic generation of drop shipping goods, or providing services, as part of a bundle or a stand-alone 3rd party fulfillment process.Accrual of royalties, warranties, or other accounting requirements are processed with the time-based agreement.

A Few Example Use Cases

USE CASE ISSUE		SOLUTION
Does your sales team have the time, insights, guidance, and tools to engage, develop, and build customer solutions?		Our Bundling/Subscription/Leasing Processes: Product & Customer Value
Opt-in, Opt-out, and Evergreen processing with automatic generation of progressive renewal notices	<ul style="list-style-type: none">• It is common for renewable service agreements to need special processing rules for the various types of time-based agreements.• Renewal notices for Opt-in agreements (the most common where a customer must agree to renewal), and for notice processing to meet various global regulatory requirements around customer rights are required.• Automatic tiered notices, tailored to the customer, and flexible notice periods are needed.• Various notice methods such as e-mail, fax, postal mail, or even fax are needed and may be different for each stage of notice.• Notice to sales reps to make a call are important components of an effective renewal campaign.	<ul style="list-style-type: none">• Automatic renewal notice processing is a key feature of our solution.• Many flexible tiers, and notice capabilities are included and you may tailor or add as many as you wish. As an example:<ul style="list-style-type: none">• <i>-75 days to renewal an e-mail notifies the sales rep to schedule an appointment with the customer.</i>• <i>-60 days to renewal a promotional e-mail is sent to the customer providing a special incentive for an early renewal.</i>• <i>-45 days to renewal another e-mail reminder to the customer</i>• <i>-30 days to renewal a printed statement and renewal reminder is sent to the customer and an urgent e-mail to the sales rep to follow up.</i>• <i>-10 days to renewal a fax and e-mail are sent to the customer and an e-mail to the sales rep. Part of the customer notice includes a warning of the service end date.</i>• <i>0 days to renewal – notice regretting their service termination and missing them as a customer.</i>• <i>+10 days after renewal date – another request asking them to reconsider their renewal.</i>• Each of these renewal messages may be different, and each customer can have a default notice profile, or have it easily tailored to the number of notices and time intervals for that customer.• At any stage, once the renewal is processed, the following notices stop. Depending on the method used to renew the agreement, it may be automatic.• A completely different notice profile, with different messages and timing, may be assigned to the agreement type to meeting various automatic renewal regulations such as those that exist in California.
Usage based processing with fixed and tiered pricing as well as multiple use categories	<ul style="list-style-type: none">• The most widely understood <i>examples</i> of usage processing comes from the telephone company where data, air time, or physical handsets may be processed differently each month. Likewise, in the technology space, Cloud Computing and the sale or re-sale of flexible compute, storage, and data are also common.• The ability to rate and price differently, depending on usage, is a key feature of these types of approaches.	<ul style="list-style-type: none">• Our solution has been modeled with a Cloud Computing example with compute, hardware (storage) and data transfer available as a reference for other usage models.• The Cloud Computing model includes the re-sale of cloud services such as at Amazon, Microsoft, or Google. The model we chose includes that third party integration with the usage processing and tiered pricing option.

A Few Example Use Cases

USE CASE ISSUE		SOLUTION
Does your sales team have the time, insights, guidance, and tools to engage, develop, and build customer solutions?		Our Bundling/Subscription/Leasing Processes: Product & Customer Value
Complex pricing, including tiers, bundles, special discounts, promotional codes, customer-specific pricing, etc. are required	<ul style="list-style-type: none">• Today’s competitive marketplace often requires pricing flexibility. The need for being creative can include special tiers to incentive volume buying behaviors, or to provide alternatives for usage-based overage scenarios.• The ability to sell unbundled components at a separate price from a completed bundle is a feature of many bundling programs.• Promotions, special offers, discount or coupon codes, etc., are all a feature of today’s competitive sales environment.	<ul style="list-style-type: none">• Our pricing engine includes the ability to do tiers, tiered pricing over time (discounts if you buy X amount within a year...), and separate pricing for overages on usage-based agreements.• Our solution includes a flexible, rules-based pricing engine that is able to evaluate complex and even external factors. For example, you might want to tie a contract renewal, and a renewal increase fee to the Consumer Price Index (CPI) but not allow that increase to exceed 3%.• The pricing solution also includes very complex “multi-dimensional” pricing so that based on certain factors, a completely separate set of criteria or pricing rules and price lists may apply.<ul style="list-style-type: none">• Multi-dimensional pricing and scales are used for determining the limit of the usage value such as the period of usage (month), and the quantity (data GB, volume units, etc.) with scale pricing for usage which exceeds these dimensional values.
Various licensing scenarios as well as special unit processing rules for items sold	<ul style="list-style-type: none">• For example, per seat, data volume, transaction volume, storage space, number of accesses, etc., all require different processing and monitoring options.• Usage based over-runs, or entitlement based over-allocations, must be tracked and billed.• Third party software, products, or service subscriptions require royalty or other fulfillment payments.	<ul style="list-style-type: none">• We’ve extended numerous industry standard units of measure, and their processing, to accommodate various processing scenarios. For example, we have the ISO or other industry standard units for PB, TB,GB, MB, KB and their base 8 equivalents. This includes automatic conversion of the units up or down for flexible pricing.• Numerous software license units are included such as per seat, per location, product unit, concurrent access, etc.• Each unit of measure has its own example processing capabilities already defined at set up for processing at the item level. Each item processed, whether separate or part of a bundle, is processed and priced according to its unique requirements.
Entitlement or usage processing and integration	<ul style="list-style-type: none">• A customer entitlement or usage for virtual products (software, content, online access, data, storage, time, etc.) is required for many solution bundles. Bi-directional integration of changes from the entitlement or usage system to the agreement, and from the agreement to these systems, are crucial to customer satisfaction.• Because of the dynamic nature of many types of subscription business it is important that the bi-directional connection not create an obstacle for processing in either system.• Quantity or product changes from the entitlement or usage system must flow to the contract and update the information in real-time and vice versa.	<ul style="list-style-type: none">• Using SAP Application Interface Framework (AIF) we have created an example data integration interface. This can be quickly adjusted to fit your entitlement system.• With the AIF interface, we have also created an example usage based integration layer.• These AIF interfaces include the key SAP required fields for updating and changes to reduce the amount of time, effort, cost, and complexity for integration.

A Few Example Use Cases

USE CASE ISSUE		SOLUTION
Does your sales team have the time, insights, guidance, and tools to engage, develop, and build customer solutions?		Our Bundling/Subscription/Leasing Processes: Product & Customer Value
Physical goods fulfillment, “box type” arrangements, and supply chain integration	<ul style="list-style-type: none">• A bundling solution would not be complete without tangible goods options.• To sell and service complete solutions many types of vendors require the ability to mix and match product categories, for example, a software vendor with an IoT product might need to provide the software, hardware, and implementation services.• Monthly “Box” type programs are starting to become popular. While this is currently only for consumer type goods, there is no reason enterprising or creative companies might not attempt a similar program. Some box program examples include things like different dog treats and toys each month, or, make your own food products, or even cosmetics deliveries with different sample items each month.• The challenge with “mix and match” box programs are how to provide unique products to each customer, BUT, how do you ensure your over purchases are consumed first?	<ul style="list-style-type: none">• Our solution handles fulfillment operations, including inventory receipts, issues, automatic accounting for inventory processing, and the tracking of the inventory.• For supply planning, when you are dealing with “box” type programs, we have a specially developed solution for fulfilling any previous period “overbuys” for new customers so that existing customers do not get the same things again.• MRP is integrated into the supply chain planning to optimize the product purchasing, fulfillment, and inventory processes.• Billing and accounting recognition of the fulfillment process is part of the overall solution integration.• No separate system, or separate ordering requirements are needed to fulfill separate product, service, or third party items. They can all be processed from the same agreement, and they are all integrated into a single processing stream making what can be a very complicated process a bit simpler.
Configure, Price, Quote (CPQ) online configuration capabilities	<ul style="list-style-type: none">• Whether it is internal sales reps, or external customers, the need for configurable solutions is becoming more common.• The marketplace is moving ever faster toward the “unit of 1” configurable requirement. This creates a need for complex rules, dependencies, relationships, and variable processing requirements	<ul style="list-style-type: none">• Using SAP’s Advanced Variant Configuration (AVC) in conjunction with web enabled Fiori front-end provides a single entry solution rather than complex integration.• Engineered products begin to move from the back office design and estimation to the field and then finally to the customer with flexible variant configuration rules.• Standard provided options are extremely flexible and able to handle simple option selection (with dependencies and restrictions), dimensional products, or even fully engineered products.• Special pricing calculations and supply chain or inventory processing are integrated.• The web enabled front-end provides an immediately available access option for sales reps, and, depending on the company and SAP licensing, even to end customers.

Example Use Case for Customer Bundle Price and Revenue Allocation

- The transaction price is established by contract terms for customer billing.
- The transaction price subtotal is the basis for the Revenue Allocation of the contract items (accounting can have different requirements than the front-end customer deal).
- The Stand alone Sales Price (SSP or List Price) is the price for anyone without an agreement. This list price forms the calculation basis to apportion the Rev Rec Account Distribution to satisfy IFRS and GAAP.
- Reporting on the Rev Rec Account Distribution by item (or item groups), provides the basis for VSOE or FMV for external reporting on subscription values.
- Items like software maintenance are contracted as “Evergreen” or “Opt-Out” by default, unless standard contract terms are not used.

Item #	Item / Performance Obligation	Unit	Cust Contract price	SSP (List Price)	Opt In/Out	% Allocation	Rev Acct Distribution
100	Application Software Sale	5 Seats	\$ 4,200.00	\$ 5,000.00	N/A	13.74%	\$ 3,138.19
150	SW Maint Agreement	3 Years	\$ 2,520.00	\$ 3,000.00	Out	8.24%	\$ 1,882.91
200	IoT Integration Software	1 Engine / Applic.	\$ 1,500.00	\$ 2,500.00	N/A	6.87%	\$ 1,569.09
250	IoT Integration SW Maint	3 Years	\$ 900.00	\$ 6,000.00	Out	16.48%	\$ 3,765.82
300	Hardware for Software	1 Each	\$ 10,000.00	\$ 12,500.00	N/A	34.34%	\$ 7,845.47
400	Data Usage Agreement	12 Mo / 1 GB Mo	\$ -	\$ 2,400.00	In	6.59%	\$ 1,506.33
500	3rd Party Installer Charge	1 Each	\$ 3,726.00	\$ 5,000.00	N/A	13.74%	\$ 3,138.19
			\$ 22,846.00	\$ 36,400.00		100.00%	\$ 22,846.00

109 Included Best Practice Scenarios of over 230 *(additional options available)*

Scope Item ID	Line of Business	Business Area	Description	Component
1J5	Finance	Financial Operations	Invoice, Taxes and Complementary Postings	FI-LOC-CNT-BR
18J	Sourcing and Procurement	Invoice Management	Requisitioning	MM-PUR-CNT
1B6	Sales	Order and Contract Management	Sales Rebate Processing	SD-SLS-CNT
1BM	Manufacturing	Production Operations	Make-to-Order Production - Semifinished Goods Planning and Assembly	PP-CNT
1BS	Sales	Order and Contract Management	SAP Fiori Analytical Apps for Sales	CA-GTF-ANA-CNT-EMB
1EG	Finance	Treasury Management	Bank Integration with File Interface	FIN-FSCM-CLM-CNT
1EZ	Sales	Order and Contract Management	Credit Memo Processing	SD-SLS-CNT
1F1	Sales	Order and Contract Management	Debit Memo Processing	SD-SLS-CNT
1GA	Finance	Accounting and Financial Close	Accounting and Financial Close - Group Ledger IFRS	FI-CNT-GL
1GB	Finance	Accounting and Financial Close	Asset Accounting -Group Ledger IFRS	FI-CNT-AA
1GF	Finance	Accounting and Financial Close	Asset Under Construction - Group Ledger IFRS	FI-CNT-AA
1GI	Finance	Accounting and Financial Close	General Ledger Allocation Cycle	FI-CNT-GL
1GO	Finance	Accounting and Financial Close	Cash Journal	FI-CNT-GL
1I9	Database and Data Management	Enterprise Information Management	Master Data Catalog for SAP S/4HANA - On-premise	SV-CLD-ACT
1JI	Sourcing and Procurement	Procurement Analytics	Real-Time Reporting and Monitoring for Procurement	CA-GTF-ANA-CNT-EMB
1JT	Finance	Financial Operations	Lockbox	FI-CNT-AR
1LQ	Application Platform and Infrastructure	Foundation	Output Management	CA-GTF-FND
1MI	Sales	Order and Contract Management	Delivery Processing without Order Reference	LE-SHP-CNT
1MV	Finance	Financial Operations	Cash Application Integration	CA-GTF-INT
1NF	R&D / Engineering	Project Control	Engineering Change Management with Change Records	PLM-CNT
1NN	Application Platform and Infrastructure	Foundation	Business Event Handling	CA-GTF-FND
1NR	R&D / Engineering	Product Engineering	Engineering Bill of Material - Versions Management	PLM-CNT
1O0	Sales	Order and Contract Management	Planning Apps for Sales	CA-GTF-ANA-CNT-EMB
1R5	R&D / Engineering	Product Engineering	Engineering Bill of Material - Mass Change	PLM-CNT
1S0	Finance	Financial Operations	Integration of SAP S/4HANA for Customer Payments	FI-CNT-AR
1S2	Finance	Financial Operations	SAP Digital Payments Add-on	FI-CNT-AR
1XF	Sourcing and Procurement	Sourcing and Contract Management	Request for Price	MM-PUR-CNT
1XI	Sourcing and Procurement	Central Procurement	Central Requisitioning	MM-PUR-CNT
1YT	Manufacturing	Production Operations	Make-to-Order Production with Variant Configuration	PP-CNT
1Z1	Sales	Order and Contract Management	SAP Digital Payments Add-on - Sales	SD-SLS-CNT
1Z6	Sales	Order and Contract Management	External Billing	SD-BIL-CNT
1ZI	R&D / Engineering	Product Engineering	Handover of Engineering Bill of Material to Manufacturing	PLM-CNT
1ZT	Finance	Accounting and Financial Close	Managing Material Price Changes and Inventory Values	FI-CNT-CO
21D	Manufacturing	Production Operations	Make-to-Stock Production with Variant Configuration	PP-CNT
22P	R&D / Engineering	Product Engineering	Manage Documents (Sales Contracts)	PLM-CNT
22T	R&D / Engineering	Product Engineering	Set up Configurable Bill of Material using Variant Configuration	LO-VCH-CNT
22Z	Sourcing and Procurement	Invoice Management	Procurement of Services	MM-PUR-CNT

109 Included Best Practice Scenarios of over 230 *(additional options available)*

Scope Item ID	Line of Business	Business Area	Description	Component
2EQ	Sales	Order and Contract Management	Sale of Services	SD-SLS-CNT
2ET	Sales	Order and Contract Management	Sales Order Processing for Non-Stock Material	SD-SLS-CNT
2FD	Finance	Accounting and Financial Close	Accounting for Incoming Sales Orders	FI-CNT-CO
2JB	Finance	Financial Operations	SAP Fiori Analytical Apps for Financial Accounting	CA-GTF-ANA-CNT-EMB
2LN	Supply chain	Order Promising	Basic Available-to-Promise Processing	CA-ATP-CNT
2LZ	Finance	Financial Operations	Integration of External Payments to SAP Digital Payments Add-on	FI-CNT-AR
2MO	Finance	Financial Operations	Integration of External Payments to SAP S/4HANA for Customer Payments	FI-CNT-AR
2ME	Sourcing and Procurement	Central Procurement	Central Purchase Contracts	MM-PUR-CNT
2PD	Finance	Financial Operations	Provisioning of Overdue Receivables	FI-CNT-AR
2Q2	Database and Data Management	Enterprise Information Management	Data Migration to SAP S/4HANA from Staging	CA-GTF-MIG
2QI	Manufacturing	Extended Production Planning and Scheduling	Demand-Driven Replenishment Planning and Execution	PP-CNT
2QS	Sales	Order and Contract Management	Analytics for Sales: Central Stock with Returns	CA-GTF-ANA-CNT-EMB
2QU	Sourcing and Procurement	Procurement Analytics	Purchase Order Visibility and Procurement Spend	CA-GTF-ANA-CNT-EMB
2QW	Manufacturing	Production Operations	Analytics for Production Unit : Plan/Actual Production Cost	CA-GTF-ANA-CNT-EMB
2QY	Finance	Accounting and Financial Close	SAP Fiori Analytical Apps for Asset Accounting in Finance	CA-GTF-ANA-CNT-EMB
2TW	Sourcing and Procurement	Invoice Management	Complementary Procurement Functions	MM-PUR-CNT
2TX	Sourcing and Procurement	Invoice Management	Direct Procurement with Inbound Delivery	MM-PUR-CNT
2UV	Finance	Financial Operations	Combined Invoice – Goods and Service Items	FI-LOC-CNT-BR
2UW	Finance	Financial Operations	Delivery of Goods on Behalf of Another Company	FI-LOC-CNT-BR
2V7	Finance	Accounting and Financial Close	Monitoring of Goods and Invoice Receipts	FI-CNT-GL
2XT	Sourcing and Procurement	Central Procurement	Central Purchasing	MM-PUR-CNT
2XU	Sourcing and Procurement	Operational Procurement	Procurement of Materials with Variant Configuration	MM-PUR-CNT
2XV	Sourcing and Procurement	Operational Procurement	Proposal of Material Group	MM-PUR-CNT
31Q	Sales	Order and Contract Management	Sales Order Processing for Sales Kits	SD-SLS-CNT
3AF	Finance	Advanced Accounting and Financial Close	Group Account Preparation for Financial Consolidation	FIN-CS-CNT
BD3	Sales	Order and Contract Management	Sales Processing using Third-Party with Shipping Notification	SD-SLS-CNT
BD6	Finance	Financial Operations	Basic Credit Management	FIN-FSCM-CR-CNT
BD9	Sales	Order and Contract Management	Sell from Stock	SD-SLS-CNT
BDA	Sales	Order and Contract Management	Free of Charge Delivery	SD-SLS-CNT
BDD	Sales	Order and Contract Management	Customer Returns	SD-SLS-CNT
BDH	Sales	Order and Contract Management	Sales Order Entry with One Time Customer	SD-SLS-CNT
BDK	Sales	Order and Contract Management	Sales Processing using Third-Party without Shipping Notification	SD-SLS-CNT
BDN	Sales	Order and Contract Management	Sales of Non-Stock Item with Order-Specific Procurement	SD-SLS-CNT
BDQ	Sales	Order and Contract Management	Invoice Correction Process with Debit Memo	SD-SLS-CNT
BDW	Sales	Order and Contract Management	Returnables Processing	LO-MD-SN-CNT
BEG	Finance	Cost Management and Profitability Analysis	Standard Cost Calculation	FI-CNT-CO

109 Included Best Practice Scenarios of over 230 *(additional options available)*

Scope Item ID	Line of Business	Business Area	Description	Component
BEI	Finance	Accounting and Financial Close	Period-End Closing - Plant	FI-CNT-CO
BEJ	Finance	Accounting and Financial Close	Inventory Valuation for Year-End Closing	FI-CNT-CO
BEX	Finance	LoB Finance / Financial Planning and Analysis	General Cost Center Planning	FI-CNT-CO
BEV	Finance	Cost Management and Profitability Analysis	Internal Order - Actual	FI-CNT-CO
BFA	Finance	Treasury Management	Basic Bank Account Management	FIN-FSCM-CLM-CNT
BFB	Finance	Treasury Management	Basic Cash Operations	FIN-FSCM-CLM-CNT
BFH	Finance	Accounting and Financial Close	Asset Under Construction	FI-CNT-AA
BGC	Finance	Accounting and Financial Close	SAP Fiori Analytical Apps for G/L Accounting in Finance	CA-GTF-ANA-CNT-EMB
BGG	Supply Chain	Inventory	SAP Fiori Analytical Apps for Inventory and Warehouse Management	CA-GTF-ANA-CNT-EMB
BH5	Database and Data Management	Enterprise Information Management	Data Migration to SAP S/4HANA from File	CA-GTF-MIG
BJ5	Manufacturing	Production Operations	Make-to-Stock Production - Discrete Manufacturing	PP-CNT
BJE	Manufacturing	Production Operations	Make-to-Order Production - Finished Goods Sales and Final Assembly	PP-CNT
BJH	Manufacturing	Production Operations	Make-to-Stock Production - Repetitive Manufacturing	PP-CNT
BJK	Manufacturing	Production Operations	Production Subcontracting - External Processing	PP-CNT
BJA	Sales	Order and Contract Management	Free Goods Processing	SD-SLS-CNT
BKJ	Sales	Order and Contract Management	Sales Order Processing with Customer Down Payment	SD-SLS-CNT
BKK	Sales	Order and Contract Management	Sales Order Fulfillment Monitoring	SD-SLS-CNT
BKL	Sales	Order and Contract Management	Invoice Correction Process with Credit Memo	SD-SLS-CNT
BKN	Sales	Order and Contract Management	Order-to-Cash Performance Monitoring	CA-GTF-ANA-CNT-EMB
BKZ	Sales	Order and Contract Management	Sales Order Processing with Invoice List and Collective Billing	SD-SLS-CNT
BLL	Sourcing and Procurement	Operational Procurement	Serial Number Management	LO-MD-SN-CNT
BMC	Supply Chain	Inventory	Core Inventory Management	MM-IM-CNT
BMD	Sourcing and Procurement	Sourcing and Contract Management	Purchase Contract	MM-PUR-CNT
BMK	Supply Chain	Inventory	Return to Supplier	MM-PUR-CNT
BML	Supply Chain	Inventory	Physical Inventory - Inventory Count and Adjustment	MM-IM-CNT
BMR	Sourcing and Procurement	Operational Procurement	Scheduling Agreements in Procurement	MM-PUR-CNT
BMV	Manufacturing	Production Operations	Subcontracting	MM-PUR-CNT
BNX	Sourcing and Procurement	Invoice Management	Consumable Purchasing	MM-PUR-CNT
I9I	Sales	Order and Contract Management	Sales Contract Management	SD-SLS-CNT
J44	Manufacturing	Production Planning	Material Requirements Planning	PP-CNT
J45	Sourcing and Procurement	Invoice Management	Procurement of Direct Materials	MM-PUR-CNT
J54	Finance	Cost Management and Profitability Analysis	Overhead Cost Accounting	FI-CNT-CO
J58	Finance	Accounting and Financial Close	Accounting and Financial Close	FI-CNT-GL
J59	Finance	Financial Operations	Accounts Receivable	FI-CNT-AR
J60	Finance	Financial Operations	Accounts Payable	FI-CNT-AP
J62	Finance	Accounting and Financial Close	Asset Accounting	FI-CNT-AA



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Infrastructure Overview

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“What your application runs on”

Data



“What your application works with”

Applications



“What your application does”



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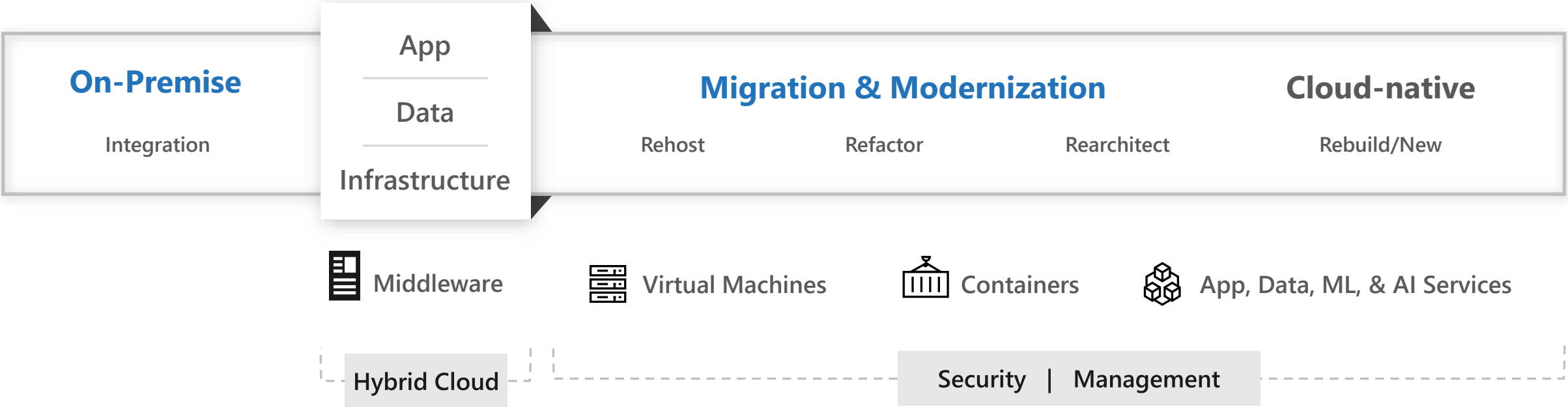


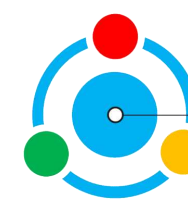
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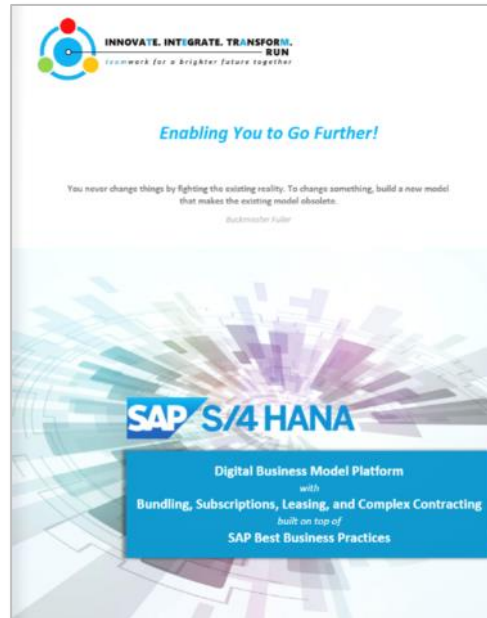






Solution Guides and Further Reading

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[Click here for a one-page reference to our RPMSM Delivery Approach for S/4HANA migrations and reducing technical debt](#)



[Click here for a one-page reference to our Technology Lifecycle Management services](#)

