

Billing and Revenue Innovation Management (BRIM)



Unlock New Revenue Opportunities

Deloitte's BRIM solution for SAP offers organizations a comprehensive transformation that reduces parallel systems and provides a 360-degree finance view. This helps companies tackle the complexities of contract accounting by transforming quotation, ordering, billing, finance, and revenue processes. By adopting BRIM, companies can streamline billing and revenue management, leading to increased efficiency and accuracy. BRIM's advanced analytics capabilities also enable organizations to gain valuable insights into financial data, supporting informed decision-making and driving enterprise-wide business model transformation.

With Deloitte's expertise in SAP and BRIM, organizations can achieve a more effective and progressive transformation aligned with their business goals. Making a shift to subscription models can:

- Reduce the need for parallel systems and streamlines billing and finance processes, enabling companies across various industries to exert uniform control and have a clear financial view of the enterprise.
- Provide a centralized billing and finance consolidation engine for all ERP systems, providing a complementary solution for invoicing and revenue when direct integration into the platform is not currently possible.
- Enhance your IT solution by selectively implementing specific modules, such as SAP CI (Convergent Invoicing) and SAP FICA (Contract Accounts Receivable and Payable), to achieve best-in-class performance.

We enable our clients to:

- Design, market, sell, and bill products and services holistically in a subscription environment
- Gain visibility, predictability, and end-to-end traceability in tax, compliance, revenue recognition, and elsewhere
- Reconcile reporting across the entire value chain
- Respond to evolving market demands for flexible purchase options
- Turn product and service innovations into actionable offers
- Design and execute complex and/or long-term product designs and bundles
- Make IT cost of ownership more manageable and stable over time

Potential Benefits:

Greater visibility and reduced complexity

Make strategic decisions with better control and foresight

Support more flexible and responsive customer support offers

Stem revenue leakage and lost opportunities

Fewer restrictions on the ability to follow market demand

Ability to outflank competitors with first-to-market innovations in offers and terms.

Why Deloitte?

Depth: Industry-leading experience and capabilities at the intersection of SAP solutions, ERP Transformation and analytics

Breadth: With a worldwide team of 30,000 professionals focused on SAP solutions, we are committed to helping industry leaders thrive in the face of nonstop disruption—to make an impact, go beyond what they thought was possible, and grow.

Full-service capabilities: Deloitte’s worldwide team can address needs across the “advise, implement, operate” spectrum—allowing you to focus more on your business.



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