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.

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.
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.

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.

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.

For more information or to discuss a specific challenge your organization is facing, contact SAP@deloitte.com