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Webinar Managing Subscriptions

By Navneet, Sarah



Agenda

- **Introduction to Q2C**
- **Subscriptions**
- **Billing Plans**
- **Comparison**

Our Speakers



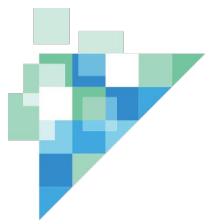
John Froelich
Bramasol –
Senior Vice President



Sarah Thompson
Sr. Solutions
Engineer



Navneet Bal
SAP Quote to Cash
Solution Architect



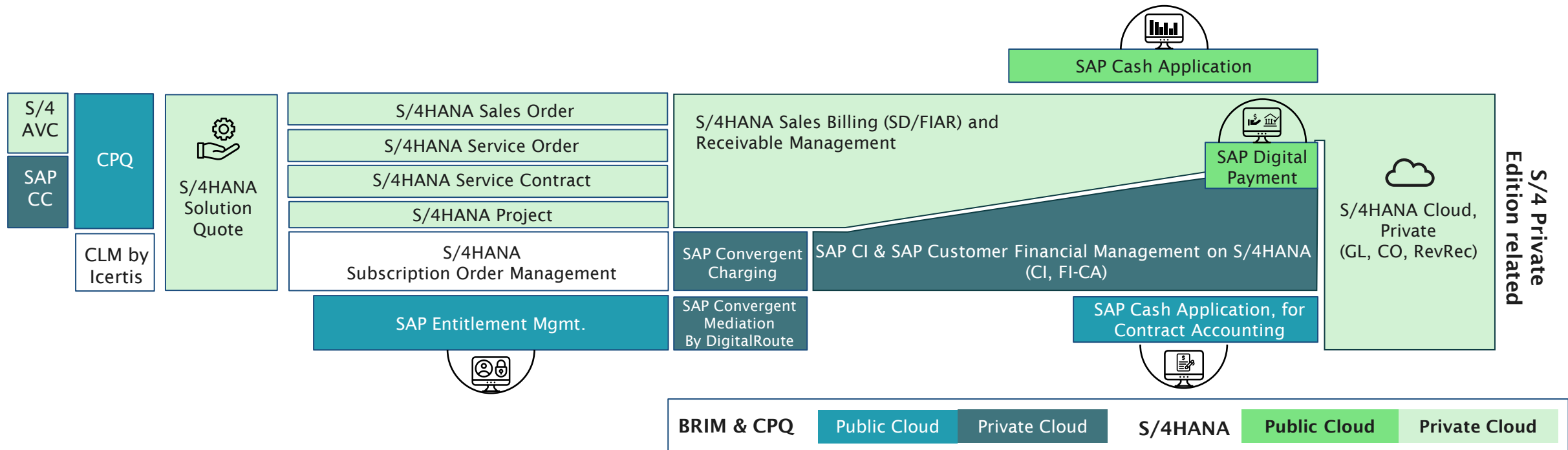
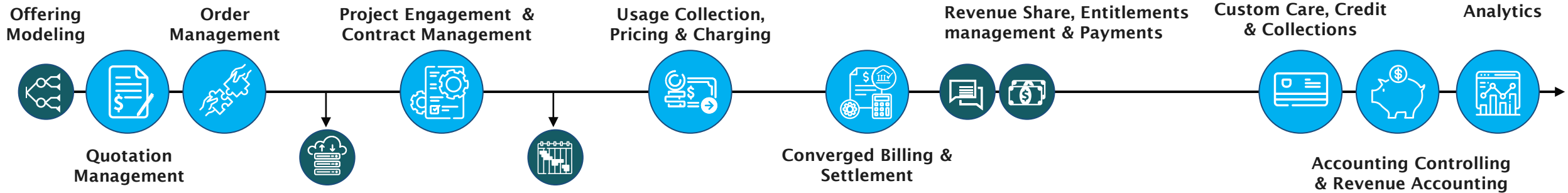
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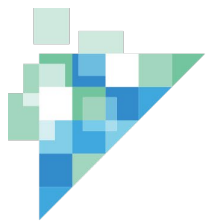
Introduction to Q2C



SAP Solutions for Quote-to-Cash Management- Private Cloud



BRIM & CPQ Public Cloud Private Cloud S/4HANA Public Cloud Private Cloud



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Subscriptions



Subscription economy

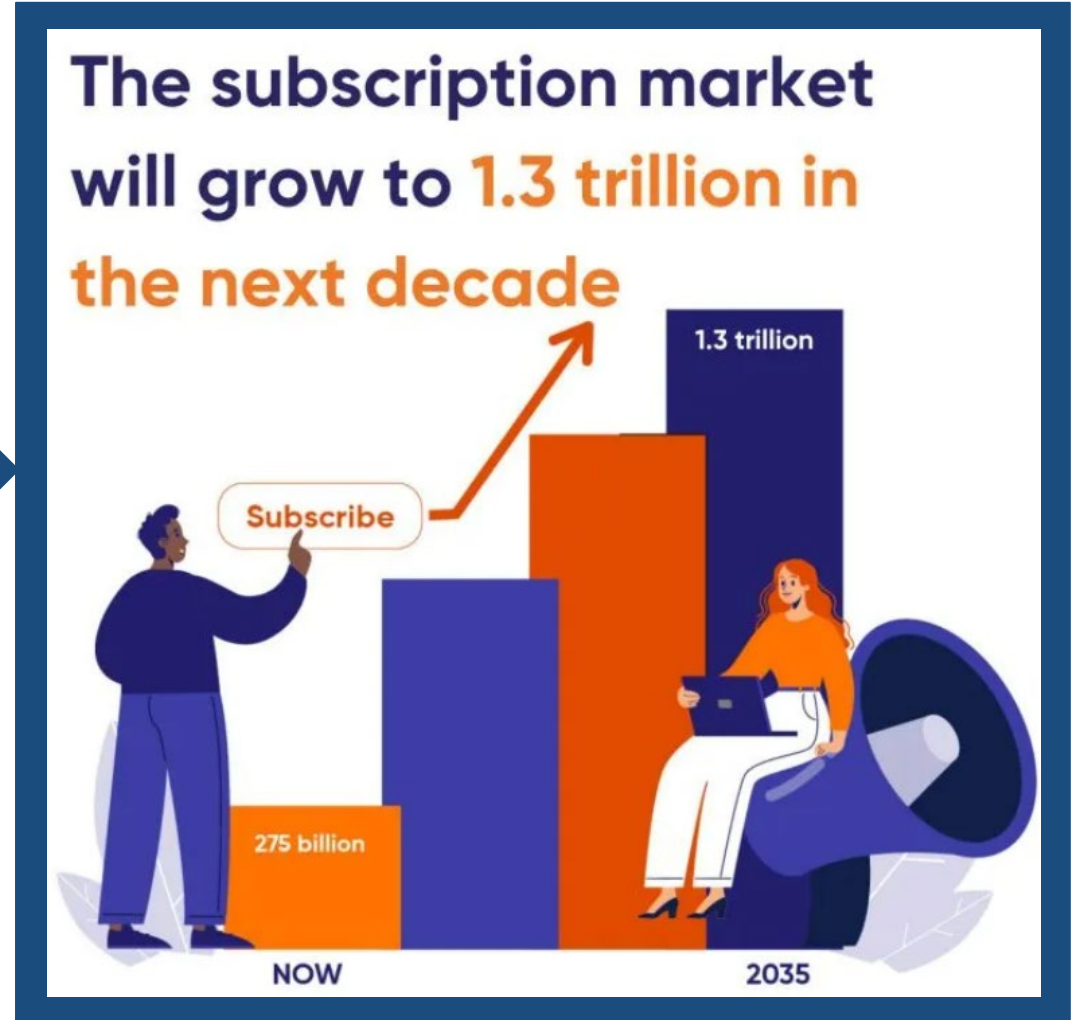


In the U.S, **42%** of men and **28%** of women have 3 or more subscriptions

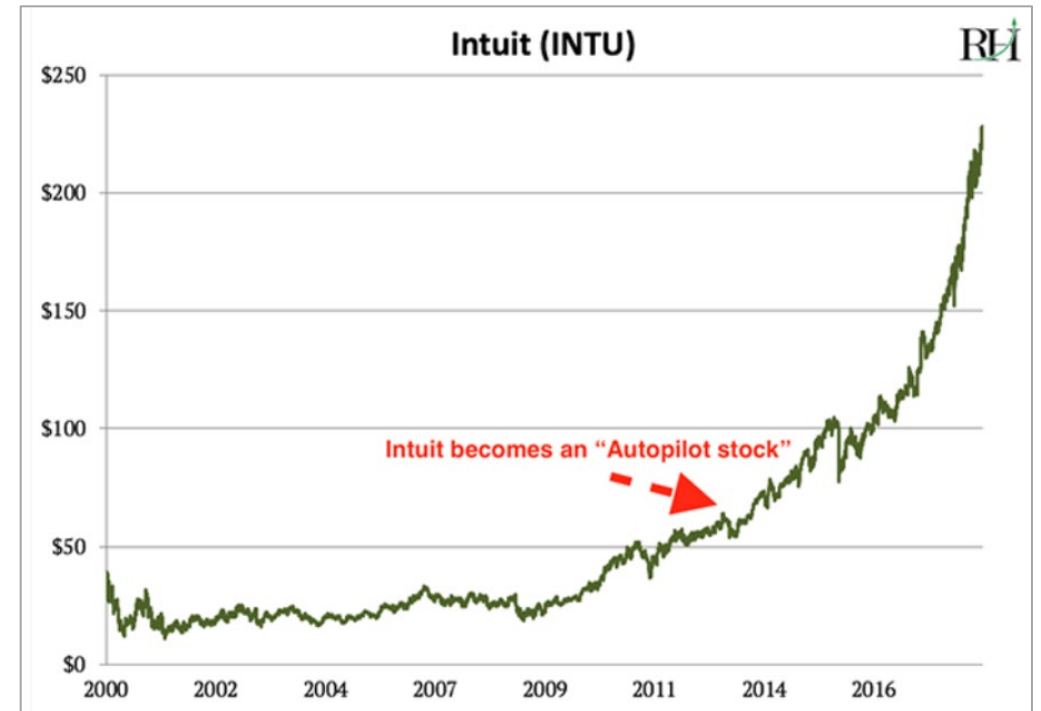
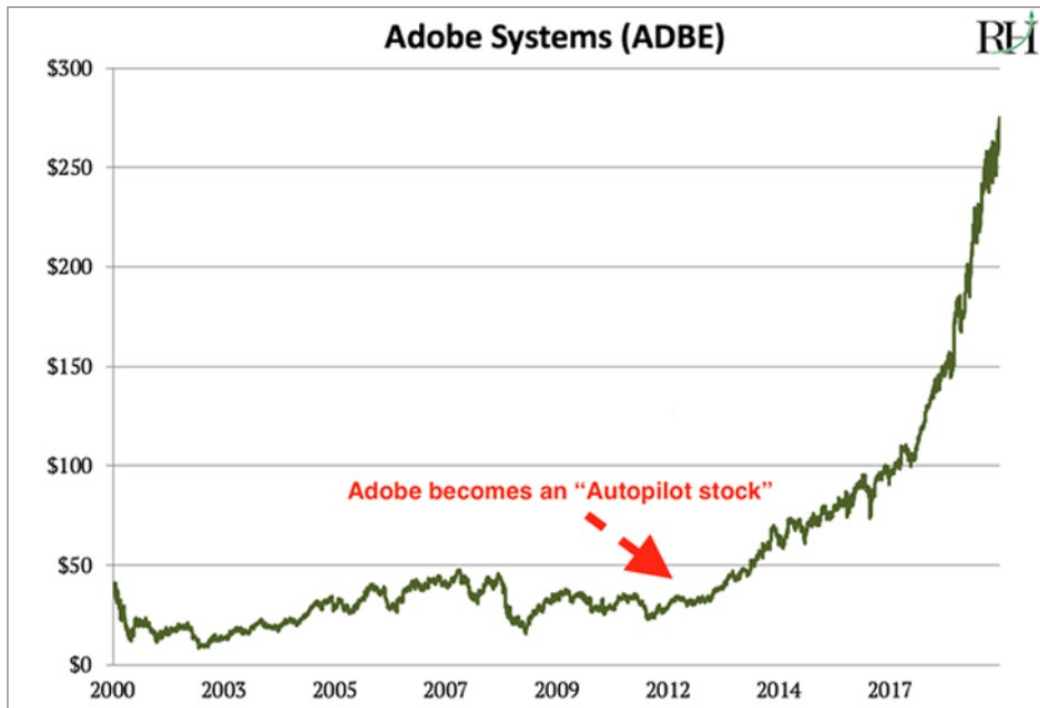


53% of all software revenue is generated through subscriptions

78% of adults globally currently have a subscription service.



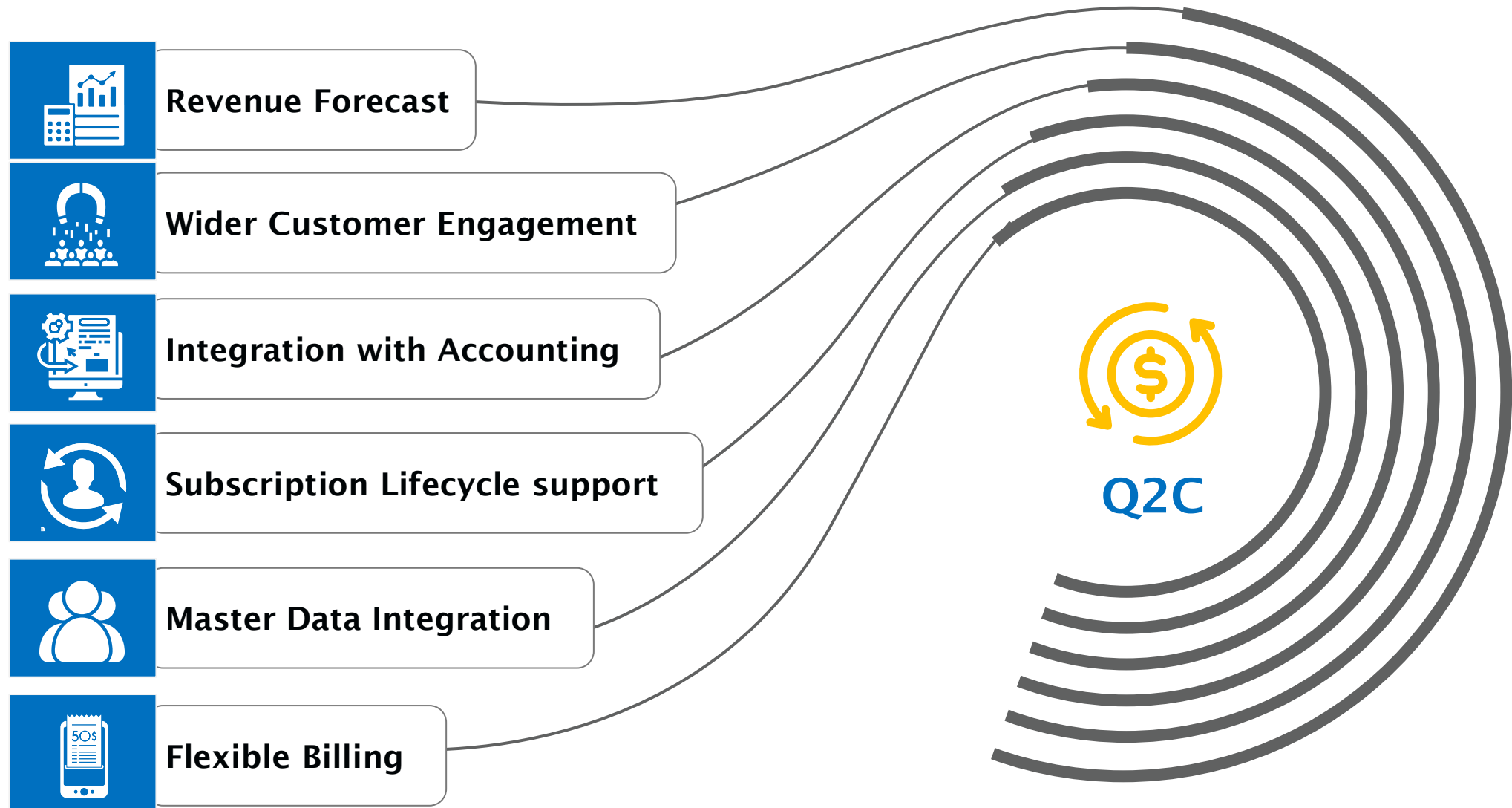
Quote-to-Cash enables Subscriptions

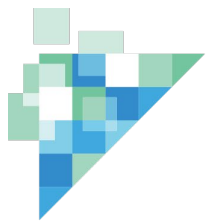


- Physical CDs → Cloud Subscriptions
- One-off sales → Recurring revenue

Ref: <https://www.marketwatch.com/story/these-stocks-got-turbocharged-when-companies-adopted-a-subscription-model-2018-10-17>

Why Subscriptions with Q2C?





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Billing Plans



SD Billing Plan



SAP SD

Periodic Billing,
Milestone Billing

Suited for less
complexity, stable
business models

Low
volume

✓	Sales and Distribution
>	Master Data
>	Basic Functions
>	Sales
✓	Billing
>	Billing Documents
>	Payment Cards
>	Rebate Processing
>	Intercompany Billing
✓	Billing Plan
	Define Billing Plan Types
	Define Date Descriptions
	Define And Assign Date Categories
	Maintain Date Proposals For Billing Plan Types
	Assign Billing Plan Types To Sales Document Types
	Assign Billing Plan Types To Item Categories
	Define Rules For Determining Dates
	List

Change View "Maintain Date Category for Billing Plan Type": Overview

BillPlanTy	DCat	Billing Plan Type	Date category
<input type="radio"/> 01	01	Milestone Billing	Milestone Billing
<input type="radio"/> 01	02	Milestone Billing	Closing Invoice
<input type="radio"/> 01	03	Milestone Billing	Down payment request (proc.)
<input type="radio"/> 01	04	Milestone Billing	Down payment request (amount)
<input type="radio"/> 02	01	Periodic	Rent
<input type="radio"/> 90	01	SD Baseline Milestone Billing	Milestone Billing
<input type="radio"/> 90	02	SD Baseline Milestone Billing	Closing Invoice

ItCa	Description	BitRI	BillPlanTy	Billing Plan Type
<input type="radio"/> WSTP	TransfPostItemDec			
<input type="radio"/> WVC		I	02	Periodic
<input type="radio"/> WVN	Maint.Contract Item	I	02	Periodic
<input type="radio"/> YNVD	Standard Item	A		
<input type="radio"/> YTAD	Service	I	01	Milestone Billing
<input type="radio"/> YTAE	Explanation	B		
<input type="radio"/> YTAN	Standard Item	A		
<input type="radio"/> YTAQ	Pric.at Header Level	I	02	Periodic

Convergent Invoicing Billing Plan



SAP CI

- High volumes
- Flexible billing and invoicing
- Support for hierarchies, partner resettlement

Define when and how frequently a customer receives an invoice and for which amount

The screenshot shows the SAP Convergent Invoicing Billing Plan configuration interface. On the left is a navigation tree under 'Contract Accounts Receivable and Payable', with 'Billing Plans' selected. The main area is divided into two sections: 'Billing Plans' and 'Billing Plan'.

Billing Plans

- Manage Billing Plans
- Request Billing Plan Items
- Reverse Billing Plan Item

Billing Plan

Monthly Fee of INR 100

General Information | **Plan Items** | Request History | Reference | Attachments

Billing Plan Items (1)

Billing Plan Item	Status	Billing Plan Itm Typ	Valid From	Valid to	Billing Cycle	Billing Pln Itm Cat.	Amount
2		BRBP	04/01/2023	12/31/...	0001	Billing Plan Item	100.00 INR

Convergent Charging billing plan



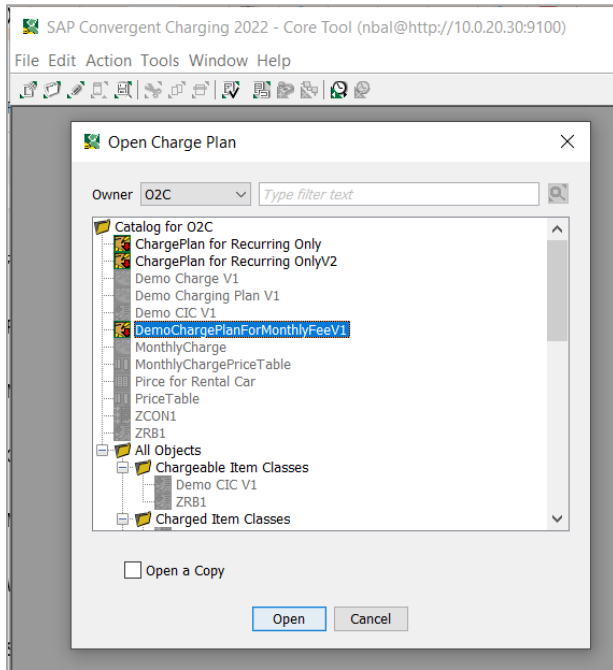
SAP CC

Suitable for High volume, Complex charging models

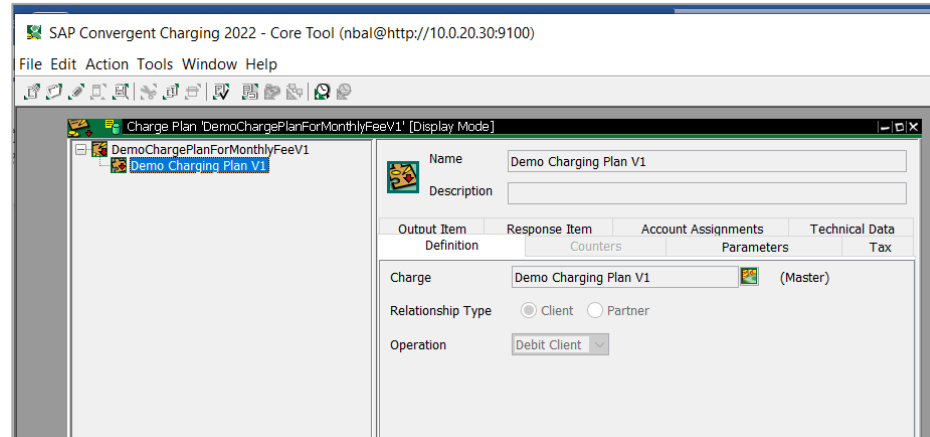
Supports for Prepaid, Postpaid, Hybrid charging models

Supports for Recurring, Consumption-based, One-time charges

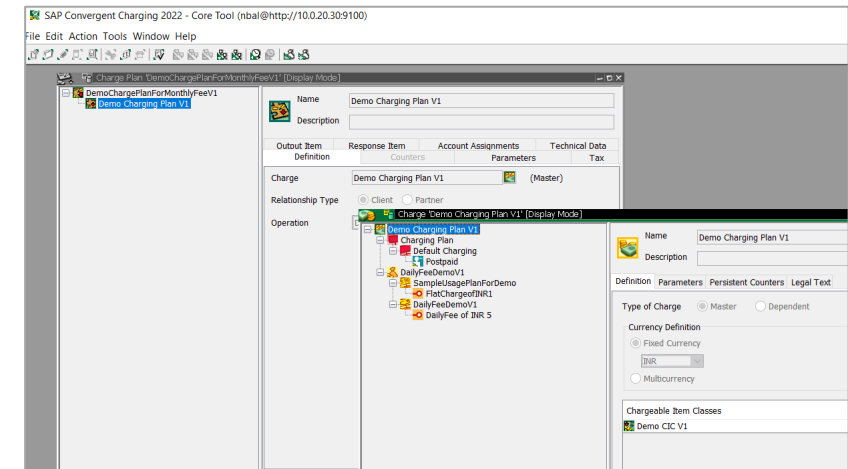
Open charge plan



Open the charge linked to it



View the recurring rate



Convergent Charging billing plan



SAP CC

Real time alerts
and notifications

Scalable, Flexible,
Innovative

View the chargeable item

The screenshot shows the SAP Convergent Charging 2022 - Core Tool interface. The main window displays the configuration for a 'Demo Charging Plan V1'. The 'Definition' tab is active, showing the 'Type of Charge' set to 'Master' and 'Currency Definition' set to 'Fixed Currency' with 'INR' selected. Below this, the 'Chargeable Item Classes' section shows a table with one entry: 'Demo CIC V1' with the description 'Chargeable Item Class for Demo'. The 'Properties' section at the bottom lists various properties such as 'Consumption Date', 'User Identifier', 'Service Identifier', and several 'NumberProperty' and 'StringProperty' items.

Open the recurring rate, based on mapping table price discovery

The screenshot shows the configuration of a recurring rate in the SAP Convergent Charging 2022 - Core Tool. The 'Definition' tab is active, showing the 'Mapping Table Class' set to 'MonthlyChargePriceTable' and the 'Mapping Table' set to 'Pirce for Rental Car'. The 'Reference Date' is set to 'SAP_BILL_CYCLE_DATE'. Below this, the 'Mapping of Rating Context' table is shown, and the 'Mapping of Generated Properties' table is also visible.

Column Name	Column Description	Type	Mapping Property
CarBrand	Brand	String	RentalCarBrand
CarType	Type	String	RentalCarType

Column Name	Column Description	Type	Generated Property Name
RentalPrice	Charge	Number	RentalPrice

Subscription Billing – Billing Plan

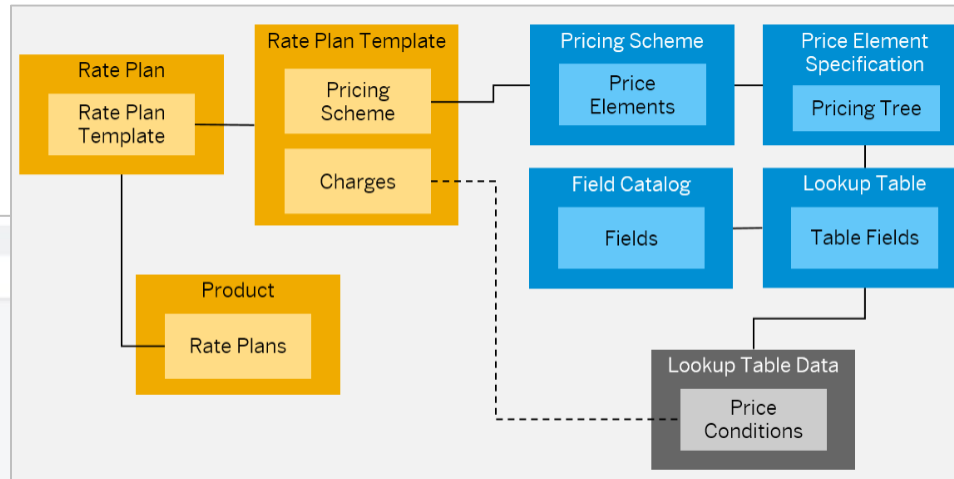


SAP SB

Product Manager

Pricing Configuration

Pricing Specialist



SAP Home Search in: Apps

Subscriptions and Billing Pricing Master Data and Configuration Monitoring

Manage Subscriptions Manage Billing Data Manage Usage Records

Pricing

Manage Field Catalog Manage Lookup Tables Manage Price Element Specifications Manage Pricing Schemes Manage Rate Plan Templates Manage Rate Plans Manage Allowance Templates

Master Data and Configuration

Customer Overview Manage Products Manage Lookup Table Data Manage Business Configuration

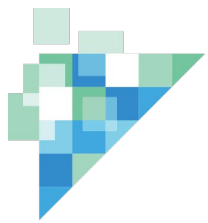
Rate Element: Users

Rating Period	Usage	Charge
From: Apr 1, <input type="text"/>	Consumed Quantity: 10 EA	Number: 3
To: Apr 30, <input type="text"/>	Charged Quantity: 10 EA	Net Amount: 500.00 USD

Billing in Advance Prorate First Cycle

Price Elements (1)

Price Element	Condition Type	Condition Value	Statistical
Recurring Price	PMP2	500.00 USD	No



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Comparison



Quick comparison



SAP SD



SAP CI



SAP CC



SAP SB

Feature



In-advance, In-arrears, Pro-ratable



Flexible Billing



Discounts

Basic

Basic

Complex

Complex



Volume/Velocity



Complex Pricing



Prepaid, Hybrid model



Revenue sharing, partner settlement



■ Low
 ■ Medium
 ■ High

Positioning



Existing SAP ECC, S4H
customer Simplified
subscription revenue
model



Implement BRIM
public cloud Medium
complexity
requirements

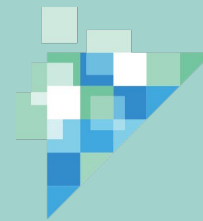


Implement BRIM priv
cloud/on-premise
Complex revenue
requirements



Implement BRIM priv
cloud/on-premise/public
cloud Complex revenue
requirements





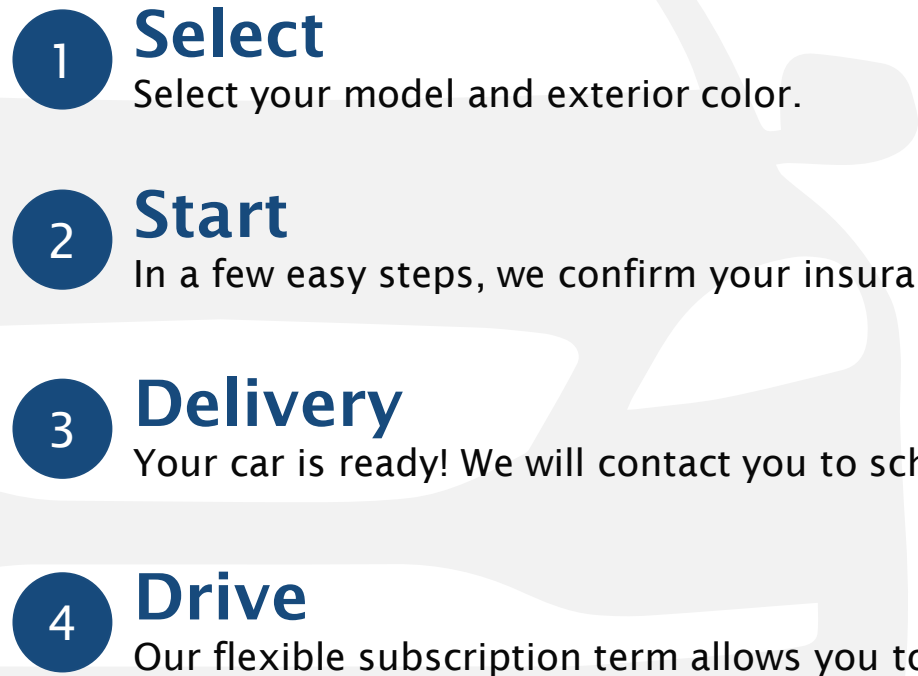
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Subscription Economy - ubiquitous

The all-inclusive car subscription by Care by Volvo

- 
- 1 Select**
Select your model and exterior color.
 - 2 Start**
In a few easy steps, we confirm your insurance and credit eligibility.
 - 3 Delivery**
Your car is ready! We will contact you to schedule your delivery.
 - 4 Drive**
Our flexible subscription term allows you to make th

