



Use-Case/Industry: Professional Services

SAP Solution:

- Guided Selling and Subscription Management

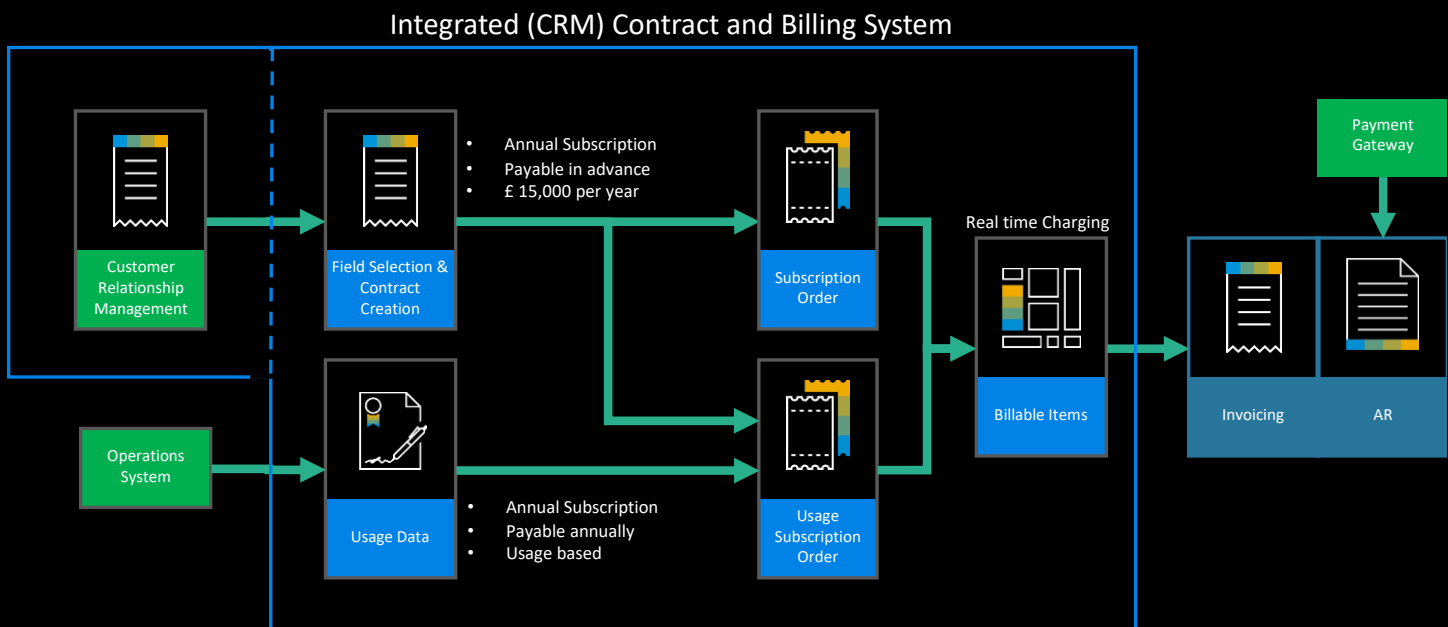
Challenge:

1. Need to create a new business model to monetise data
2. Currently no automated contracting (data verification) process in place.
3. Time Consuming billing & invoicing method followed.

How Acuiti Labs resolved the challenge:

1. Deployed SAP CPQ and Subscription Billing integrated with CRM (C4C).
2. SAP CPQ Solution automated contract creation process by taking inputs from backend CRM.
3. SAP Subscription Billing helped with multiple billing cycles of contract & creation of usage data.

Solution Architecture:



Benefits:

1. Add-on ability to give real-time discounts during contract creation.
2. Automated set of rules and criteria used by managers for passing contracts which accelerated approval time.
3. Helped in managing subscriptions and recurring billing.
4. Provided ability to generate & display of single converged invoices.