



# Industry: Professional Services

Guided Selling and Subscription  
Management

By Acuiti Labs



## Challenges:

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

## How Acuiti Labs resolved these challenges

1

Deployed SAP CPQ and Subscription Billing integrated with CRM (C4C).

2

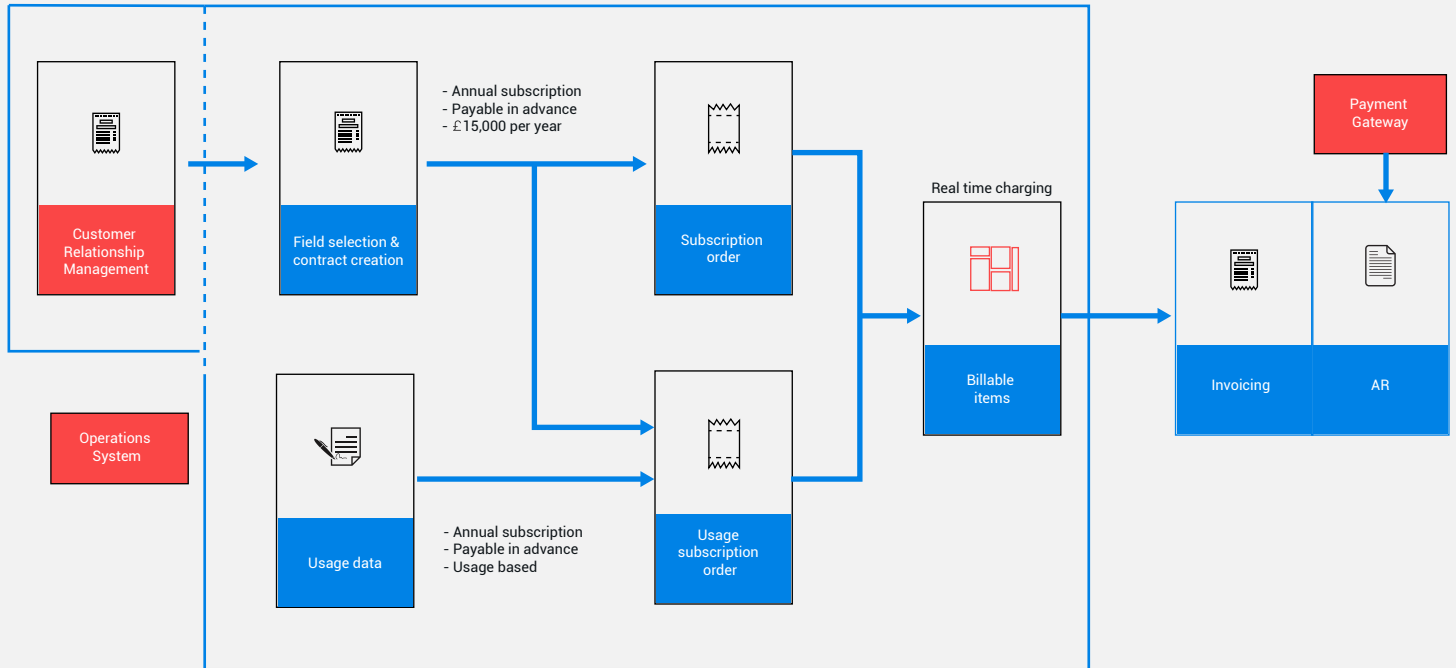
SAP CPQ Solution automated contract creation process by taking inputs from backend CRM.

3

SAP Subscription Billing helped with multiple billing cycles of contract & creation of usage data.

# Solution Architecture

## Integrated (CRM) Contract and Billing System



## Benefits

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

## About Us

Our primary objective is to serve in the best interest of our client, and provide them the foundation for a lifelong relationship based on trust and integrity

- ✓ Specialist knowledge of the business and technology expertise second to none.
- ✓ Our focus always remains the best outcome for our clients and to develop a long-term trusted relationship.
- ✓ We always demonstrate exceptional standards of professionalism and ability to think outside the box.