

# SAP BRIM

## Advanced Billing and Revenue Innovation Management



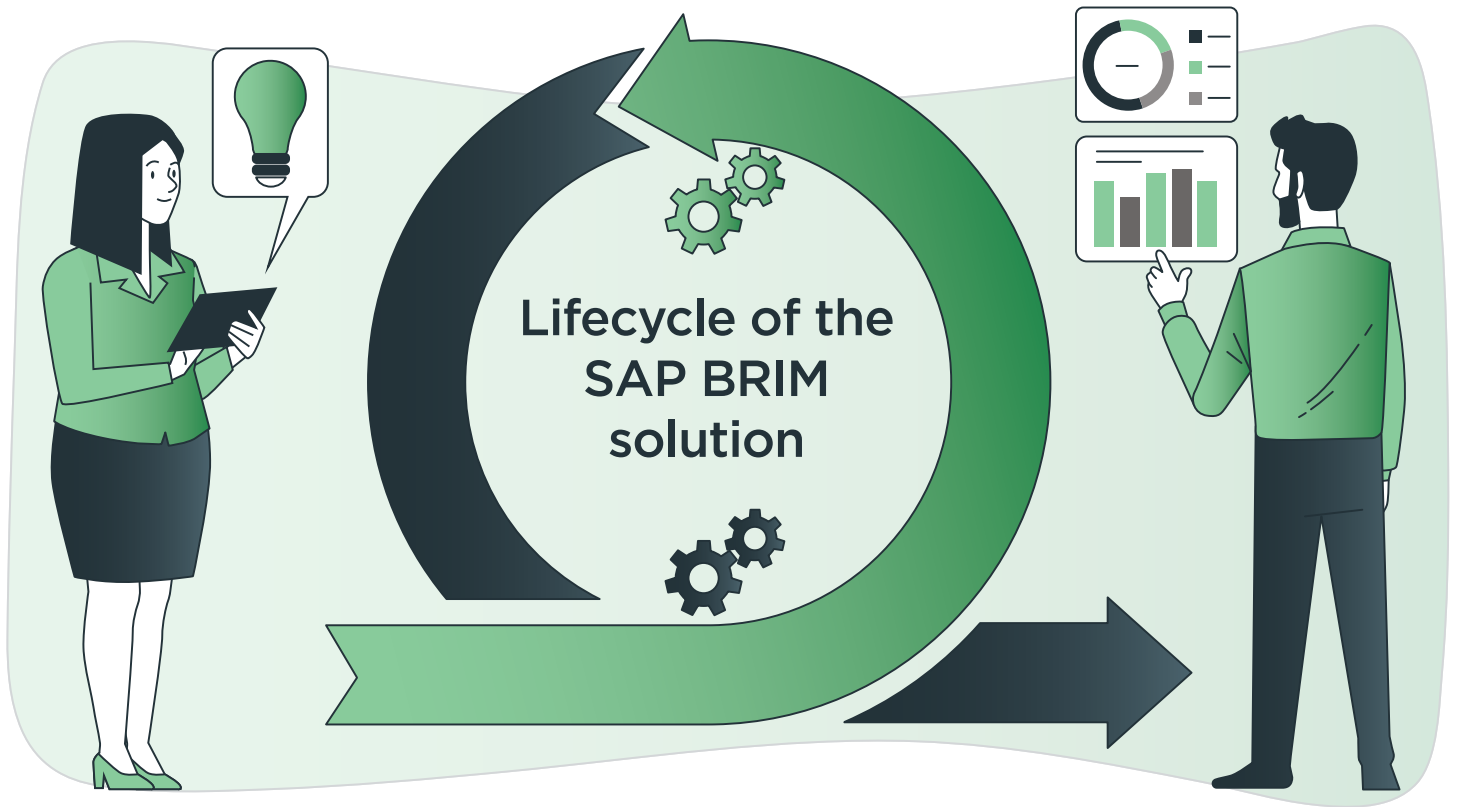
In the dynamic business environment, Businesses need personalized products and services with personal pricing models that can be created quickly to serve and capture fast-moving business opportunities for (possibly) many clients. SAP Billing and Revenue Innovation Management (BRIM) is a helpful solution for this growing requirement. It provides a comprehensive platform for monetizing goods, services, and subscriptions that satisfies customer demands for flexibility, value, and customization while assisting organizations in staying ahead of market disruption.

This article will assist you in comprehending SAP BRIM, including its components, solution lifecycle, and ancillary solutions like SAP convergent mediation, Open Text, payment gateways, SAP entitlement management, etc., as well as its business advantages.

## **Introduction to SAP BRIM**

SAP Billing and Revenue Innovation Management (SAP BRIM) is a comprehensive solution, that enables various flexible consumption models, previously known as SAP Hybris Billing. It is a modular solution designed to optimize the business lifecycle processes of design, sales, delivery, and billing to make the entire revenue management process more transparent, scalable, and flexible to foster highly automated billing, invoicing, and revenue management solutions. Let's explore the SAP BRIM solution lifecycle.





## Rapid Solution Design

The design phase is the first phase of the SAP BRIM solution lifecycle, where SAP BRIM assists with the creation of a uniform business and pricing model design, along with the master agreement that will be used as the standard base for other processes down the lifecycle.

## Solution Sales

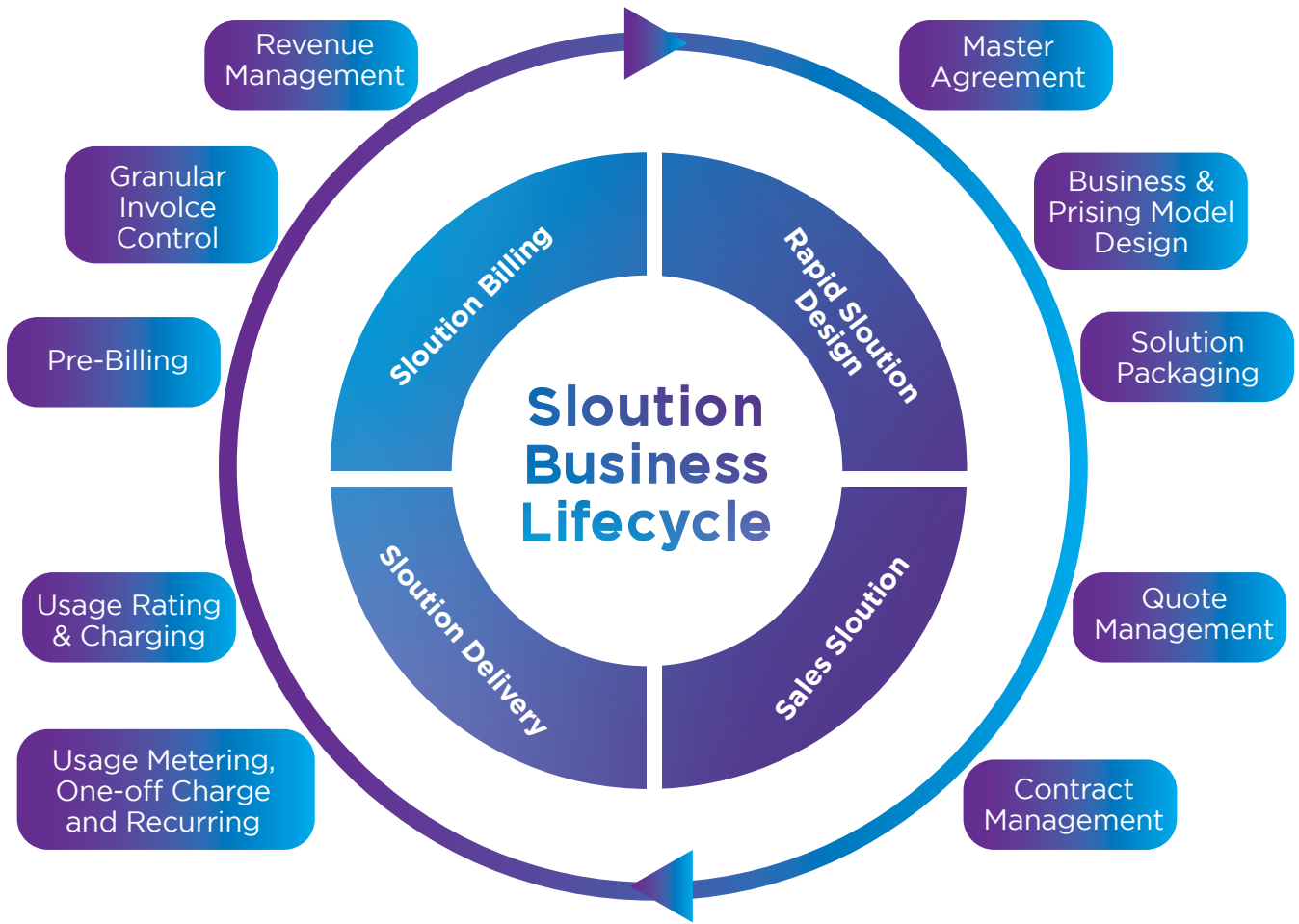
The next phase is solution sales, where companies define how they will sell their products leveraging contract management and/or quote management functionalities offered by SAP BRIM.

## Solution Delivery

This is the third phase of the lifecycle, where businesses establish their billing approach. In other words, based on the business strategies they have selected (an event-based approach or a consumption-based model), accordingly, they decide how and how much their clients will be charged.

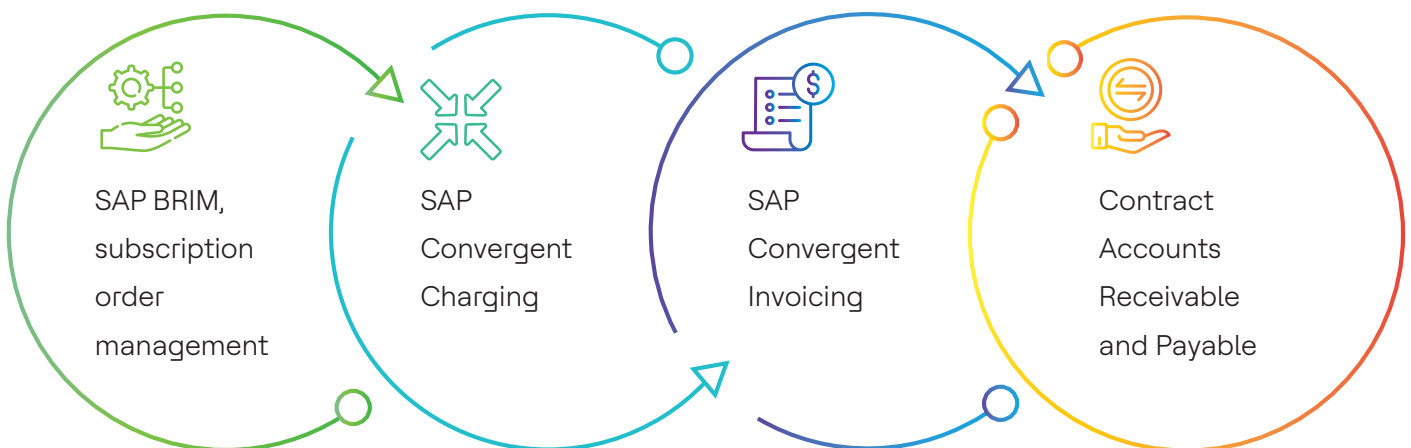
## Solution Billing

This is the final phase where SAP BRIM enables businesses to manage their customer billing and invoicing methods. Additionally, SAP BRIM offers several tools and functionalities for revenue analysis that help with managing revenue recognition and management.



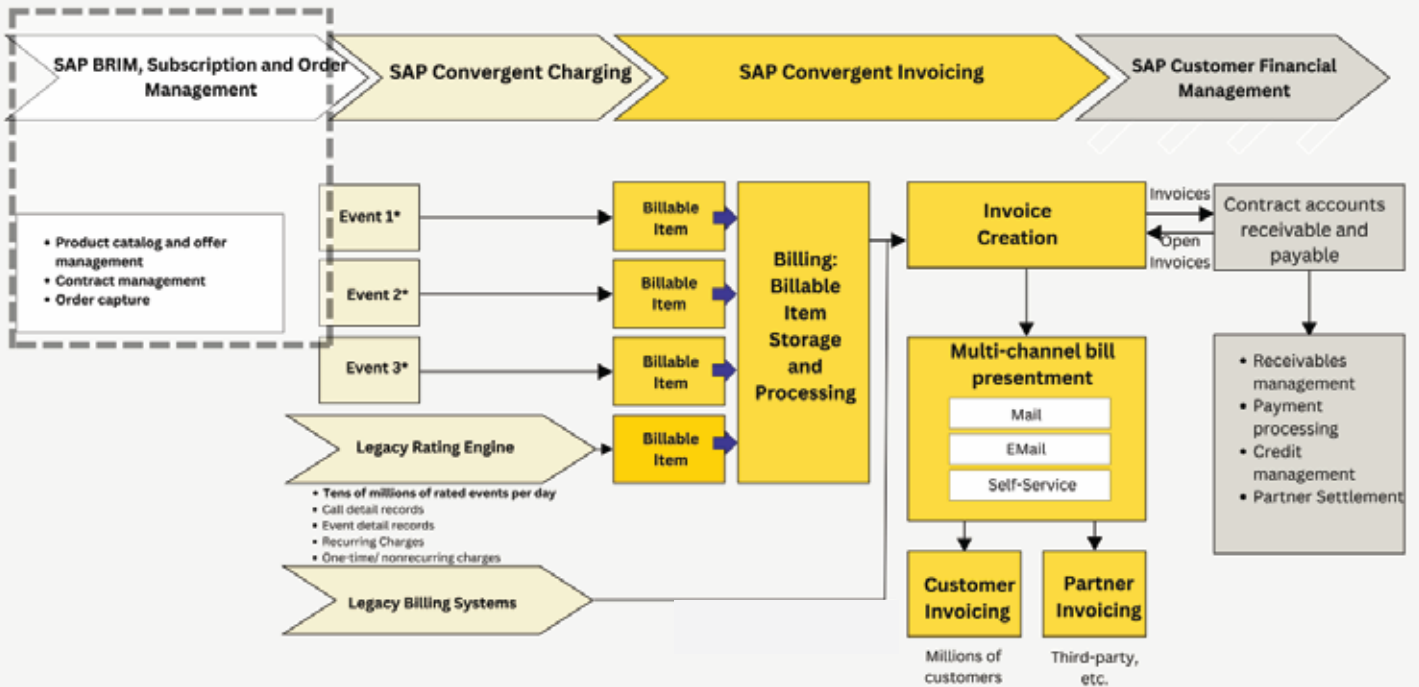
## SAP BRIM Components

SAP BRIM consists of four core components that together support business model design and management, order management, usage data collection, receivables management, invoicing, and optional commission management. It can also offer peripheral solutions such as SAP Convergent Mediation by Digital Route, SAP Flexible Solution Billing, SAP Revenue Accounting and Reporting, and SAP Entitlement Management as per the business requirements.



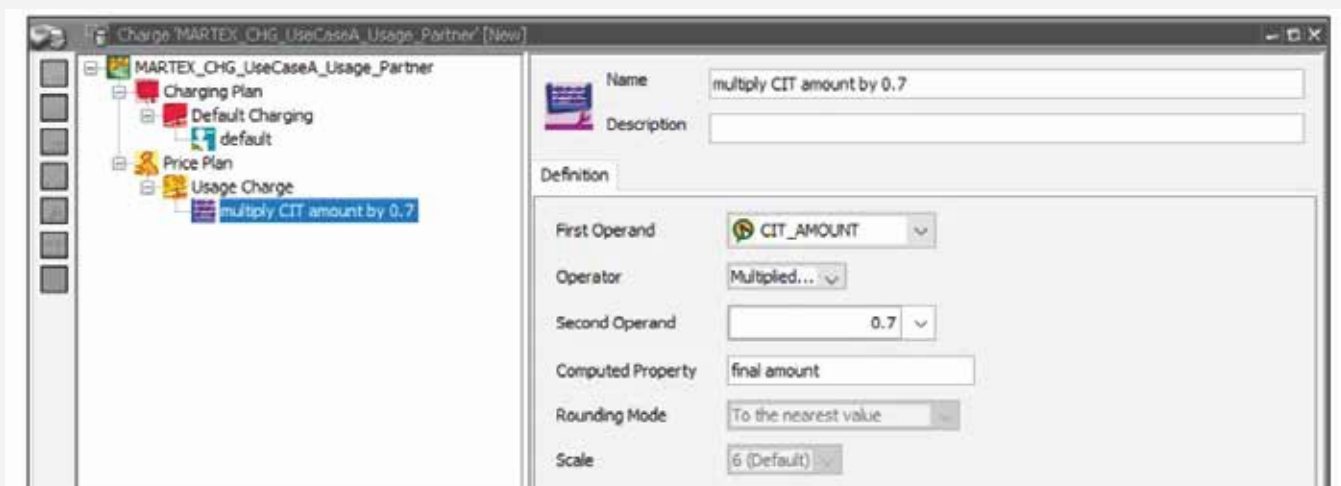
# SAP BRIM, Subscription Order Management

SAP BRIM, subscription order management is a business process developed in SAP for addressing the generation of billing fees for periodic usage of licenses, products, and services for the actual amount of measurable usage. It helps manage contract lifecycles and product catalogs, including bundles of services and physical goods. Allows a company to effectively manage product catalog and offer management, order capture, order distribution, contract management, and customer care. Once all these activities are done, SAP BRIM, subscription order management, creates orders that are then fulfilled by the core SAP ERP system. The order information is then forwarded to the SAP Convergent Charging, for further charging/rating defining and processing.



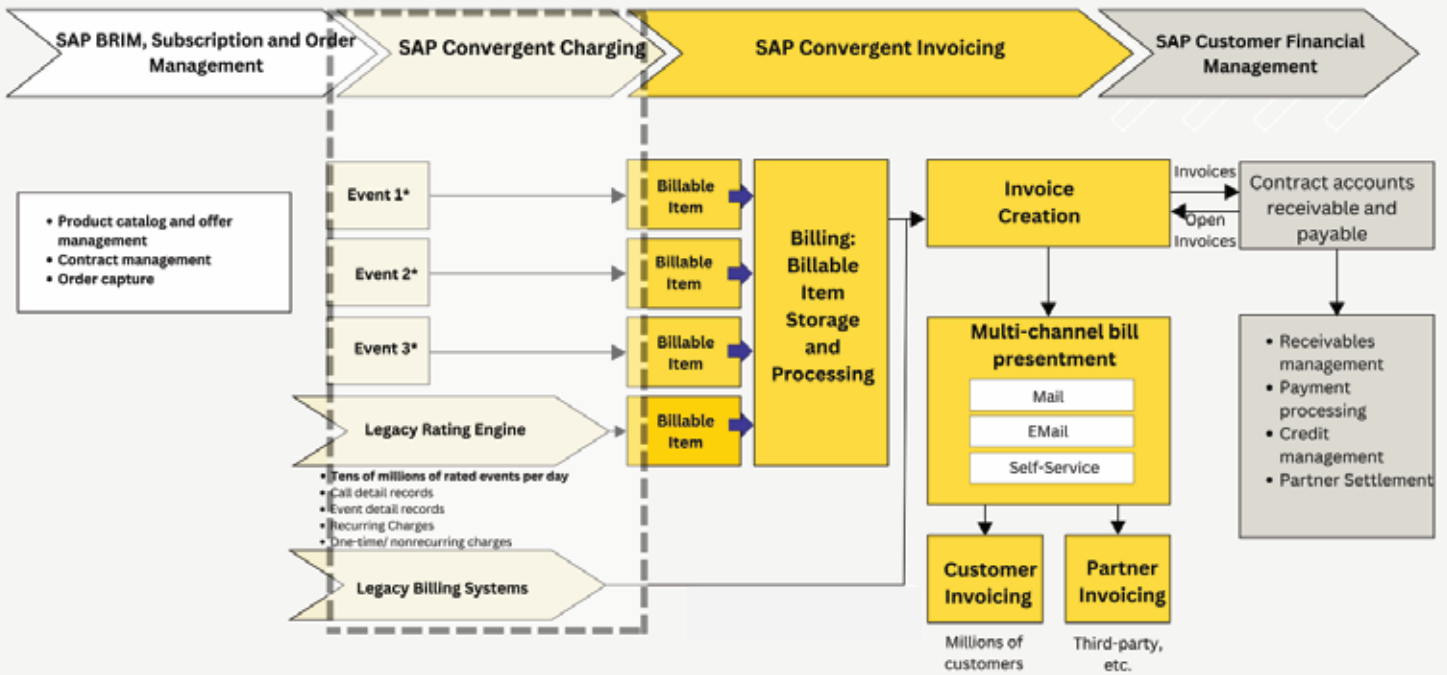
## SAP Convergent Charging

SAP Convergent Charging is designed to deliver pricing flexibility when charging customers based on rating and charging events. The SAP Convergent Charging module as part of the SAP BRIM solution offers an easy-to-use graphical user interface to support visual programming (see below). This encourages the quicker development of pricing offers and revenue-sharing schemes for various types of services and effectively eliminates functional and technological constraints.



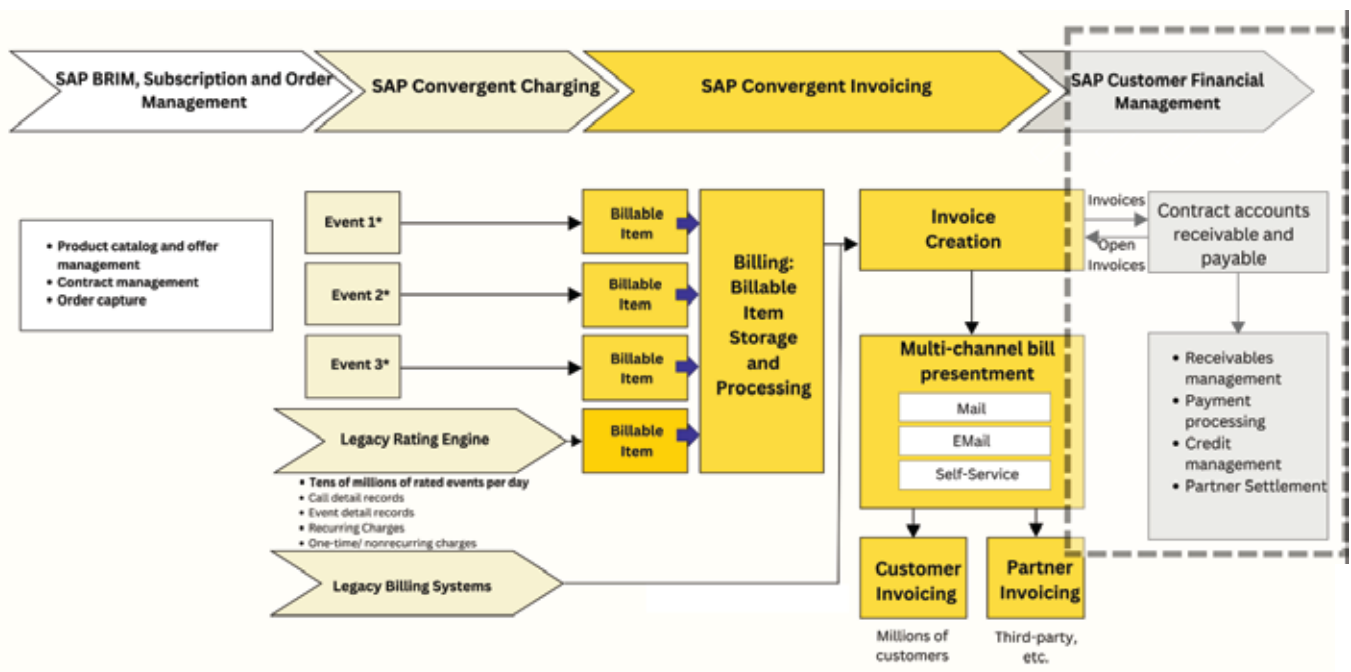
# SAP Convergent Invoicing

SAP Convergent Invoicing stores and manages rated consumption data records provided by SAP Convergent Charging. In this module, the application will handle the process of uploading consumption data records, storage of billable items, and aggregation of billable items, invoice creation, and invoicing the customer. SAP Convergent Invoicing is not a separate application, it is a part of Contract Accounts Receivable and Payable, which is natively integrated with all SAP S/4HANA for contract accounting and invoicing.



# SAP FI-CA (Contract Accounts Receivable and Payable)

The final major component of SAP BRIM is Contract Accounts Receivable and Payable, which posts financial records, receives or sends payments, and handles disputes, credits, and collections. The financial backend offers sub-ledger accounting postings that are specifically designed to meet the needs of business sectors where organizations must engage in numerous transactions with numerous clients. In addition, it also provides a wide range of features, including taxation, tax computations, and country-specific procedures, including payment processing, collection management, and partner settlement.



# SAP BRIM Peripheral Solutions

In addition to these four core elements; SAP BRIM also offers many peripheral solutions that businesses may use to build more adaptable and durable solutions that meet their needs.

## SAP Convergent Mediation by Digital Route

SAP Convergent Mediation is a SAP partner product created by Digital Route. Primarily designed to standardize data mediation approach. It gathers data from multiple sources, then filters and converts it into a format supported by other SAP BRIM components. As the solution is pre-integrated SAP BRIM and can be deployed instantly, it assures the following benefits-



## Open Text

Open Text is the solution created by the company with the same name. Enhancing the document management capabilities of all SAP modules completes the SAP BRIM system. It enables businesses to examine scanned documents and pertinent data extensively across apps and systems. As Open Text is pre-integration with SAP, it comes with the following benefits-

Ensure compliance and productivity

Standardize and optimize document management through automation.

## Payment Gateways

Payment gateways are a portal for payment processing that offers the capability for protected payment processing using popular payment methods, tokenization of personal and payment data, and fraud monitoring.

## SAP Customer Financial Management

SAP Customer Financial Management is the collection of solutions developed to simplify, analyze, and optimize financial processes. It offers solutions for managing financial risk, investments and debt, and cash flow. Most often, SAP Customer Financial Management and SAP BRIM are used in tandem to assess, evaluate, and manage the risk of a business partner not meeting their financial obligations.

## SAP Revenue Accounting and Reporting

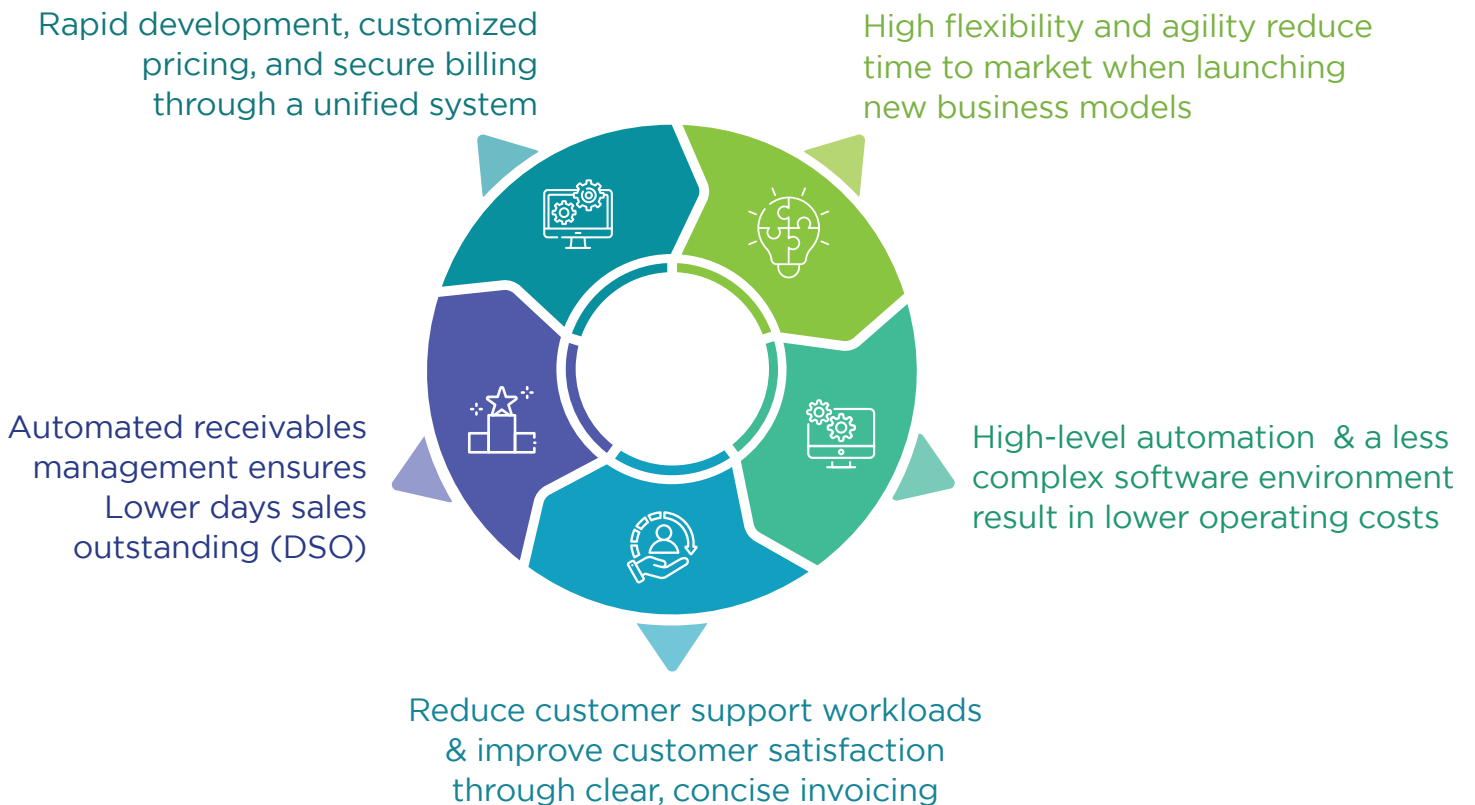
SAP Revenue Accounting and Reporting (SAP RAR) is a solution that comes with many accounting standards and preconfigured rules. Enable businesses to manage their revenue and income recognition cycles in compliance with various accounting policies. It offers a wide range of configurable reporting capabilities for the special requirements that standard reports cannot meet.

## SAP Entitlement Management

SAP Entitlement Management solution manages the entitlement lifecycle. It streamlines and automates the process of entitlement management for companies. This ensures that clients are informed of their legal rights concerning both clients and salespeople. It thus raises client satisfaction and presents additional opportunities for upselling or cross-selling.

## Advantages of SAP BRIM

SAP BRIM offers a range of benefits, including increased agility through flexible subscription models and streamlined processes. It enhances efficiency by mapping the entire order-to-cash process within a single system, eliminating errors and manual data reconciliation. The transparency in quotation and billing processes ensures higher quality and reduced complexity by minimizing system involvement, ultimately lowering the total cost of ownership (TCO).





# Aid Your Management Leveraging SAP BRIM

In conclusion, SAP BRIM is a powerful solution, delivering substantial business benefits to organizations. Businesses can monetize subscription and usage-based business models, recurring billing capabilities, and Revenue Innovation Management solutions. It is especially helpful in scenarios with large volume invoicing that demand adaptable product configuration and a quick time to market. In addition to performing contract and order administration, billing, and invoice processing, SAP BRIM aids in the management of business model creation. It oversees payables and receivables and offers assistance with financial customer support. In short, it is an indispensable tool for modern businesses seeking enhanced operational efficiency and financial control.

*If you're interested in learning more about how SAP BRIM can benefit your company or for any further details or assistance that you might require, feel free to contact Accrete at [accrete@acnsol.com](mailto:accrete@acnsol.com) / +1 877-849-5838.*

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