

SAP BRIM

-Arun Jaiswal.



Recurring Revenue vs Discrete Product Sales.



Software company moving from license software to subscription services.



Technology & media company selling cloud, digital content & streaming subscription services.



Automotive companies moving into mobility & ride share business.



Printer companies selling by the printed pages.

Recurring Revenue Key Characteristics

DATA MODEL



Our data model should be so strong to support monetization of any services.

TRANSACTIONS



Recurring revenue businesses generates a massive volume of transactions.

Types of Recurring Revenue Businesses Model.



CONSUMPTION BASED
MODEL (USAGE BASED
MODEL).



SUBSCRIPTION BASED
MODEL.



EVENT BASED MODEL.

Companies.



Netflix, Amazon prime, Spotify.



Salesforce, The Economist.



Linkedin, NY times.



Amazon webservises.

SAP BRIM (Billing & Revenue Innovation Management)

SAP BRIM, previously known as SAP Hybris billing, is a comprehensive solution for high volume consumption businesses.



SAP BRIM Components.

SAP	SAP BRIM, SOM
SAP	SAP CC
SAP	SAP CI
SAP	Contract Accounts Receivable & Payable

SAP BRIM Peripheral Solutions

SAP

Convergent Mediation by Digital Route.

SAP

Payment Gateways.

SAP

SAP Customer Financial Management.

SAP

SAP revenue accounting & reporting.
