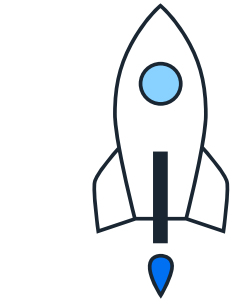


Transform into a monetization marvel with SAP Business Suite



Strategies for growing your business with subscriptions, bundles, and more

Already offering your customers subscriptions or just thinking about getting started? Whatever stage you're in right now, push your business onward and upward while delivering on meeting surging demand and rising customer expectations.

Elevate recurring revenues with soaring **ingenuity and confidence.**

	Subscription offerings	Contract flexibility	Pricing models	Billing options
Today	Aftersales maintenance, support, and warranty contracts	Difficulty changing before contract renewal date	Recurring flat fee only	Monthly or annual payments in advance
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 Your supercharged tomorrow	Choices include: - Digital or cloud services - Bundles of physical products and services provided by you or partners - Auto-replacement of related physical products—such as a coffee bean subscription with a purchase of a coffee maker	Option to switch contracts based on immediate need, such as: - Upgrade - Downgrade - Add or remove on demand - Renew, cancel, or put on hold at any time	Any combination, including: - Recurring flat fee - Usage-based fees - Outcome-based fees - Onetime fee - Freemium - Tiered pricing - Volume-based pricing - Time-based pricing - Promotional pricing	Flexible options, consisting of: - Advance payment or arrears—or a combination - Usage credits and allowances - Customizable billing cycle - Installment plans - Pay now or later - Pay as you go - Percentage billing

Defy limitations with a high-impact quote-to-cash journey.

For recurring revenue models, the quote-to-cash journey is an opportunity to keep customers happy and satisfied—even long after the sale is completed.

Respond to emerging customer needs and drive monetization with a flexible and comprehensive lead-to-cash process.

Optimized quote-to-cash management



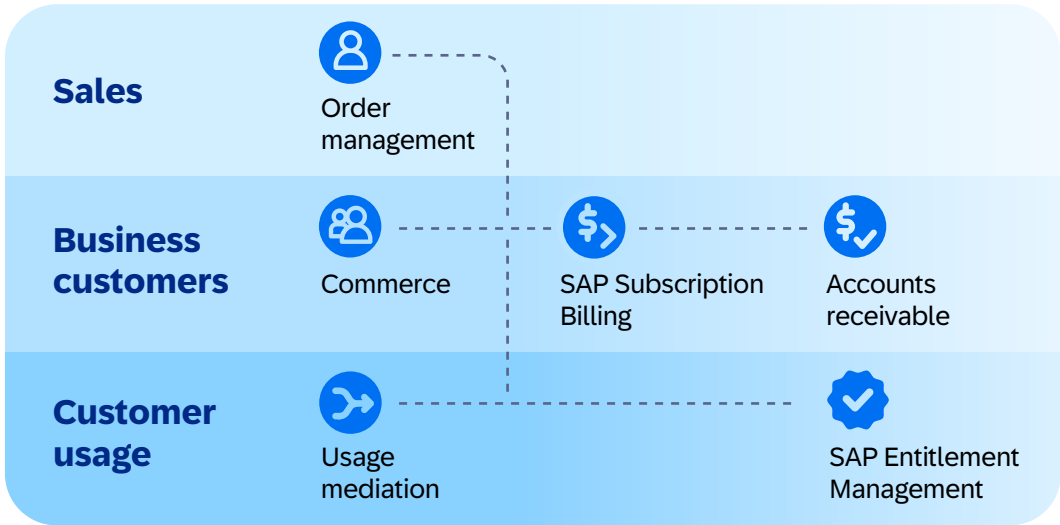
Recurring revenue is created and generated through lasting customer relationships.

Take your revenue growth to **new bounds.**



Flex your monetization superpowers with SAP solutions.

Give your customers the wider variety of billing, payments, and bundling options they want. You can create and launch one-of-a-kind monetization models with SAP Business Suite.



This approach allows you to run your business with an affordable cloud ERP foundation with the recurring revenue capabilities you need to grow your business.



Agility
to quickly create, test, and launch customer-centric offers



Flexibility
to create offers with mix-and-match pricing and billing



Efficiency
through automation to minimize error-prone tasks



Scalability
to meet changing requirements as you grow

Discover:

SAP Subscription Billing

SAP Convergent Mediation

SAP Entitlement Management