

# BR230

## Billing and Revenue Innovation Management Overview

### COURSE OUTLINE

Course Version: Col. 18

Course Duration:



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# Typographic Conventions

American English is the standard used in this handbook.

The following typographic conventions are also used.

This information is displayed in the instructor's presentation	
Demonstration	
Procedure	
Warning or Caution	
Hint	
Related or Additional Information	
Facilitated Discussion	
User interface control	<i>Example text</i>
Window title	<i>Example text</i>

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# Course Overview

## **TARGET AUDIENCE**

This course is intended for the following audiences:

- Executive
- Project Manager
- Project Stakeholder
- Application Consultant
- End User
- Business Process Architect
- Business Process Owner/Team Lead/Power User
- Enterprise Architect
- Solution Architect





## Lesson 1: Introduction to Subscription and Consumption Business

### Lesson Objectives

After completing this lesson, you will be able to:

- Explain convergent charging for SAP Billing and Revenue Innovation Management (SAP BRIM)
- Summarize subscription and consumption change economy
- Provide industry examples

## Lesson 2: SAP Billing and Revenue Innovation Management (SAP BRIM) Overview

### Lesson Objectives

After completing this lesson, you will be able to:

- Describe convergent charging for Billing and Revenue Innovation Management (SAP BRIM)
- Explain subscriptions and consumption change economy



## Lesson 1: SAP Subscription Order Management (SAP SOM) Overview

### Lesson Objectives

After completing this lesson, you will be able to:

- Understand the SAP Billing and Revenue Innovation Management (SAP BRIM) solution landscape
- List the key capabilities of SAP Subscription Order Management (SAP SOM)
- Illustrate the SAP Billing and Revenue Innovation Management (SAP BRIM) data model

## Lesson 2: Product Catalog Management

### Lesson Objectives

After completing this lesson, you will be able to:

- Describe an SAP Billing and Revenue Innovation Management (SAP BRIM) business example
- Define a commercial product
- Describe cross-catalog mapping in SAP BRIM and how SAP SOM combines the commercial view of a product with the rating view of SAP Convergent Charging

## Lesson 3: Subscription Order and Subscription Contract

### Lesson Objectives

After completing this lesson, you will be able to:

- Describe the subscription ordering process
- Explain the subscription order creation process
- Summarize the Order Distribution Infrastructure (ODI) framework
- Understand master data replication from S/4HANA to SAP Convergent Charging

## Lesson 4: Contract Change Processes

### Lesson Objectives

After completing this lesson, you will be able to:

- Detail the contract change process for subscription contracts

- Describe the subscription order and subscription contract lifecycle

## **Lesson 5: Master Agreements and Partner Agreements**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Explain the creation of master agreements and the distribution in the SAP BRIM landscape
- Understand the concept of shared revenue and partner agreements

## Lesson 1: SAP Convergent Mediation (SAP CM) Overview

### Lesson Objectives

After completing this lesson, you will be able to:

- Outline the SAP Billing and Revenue Innovation Management (SAP BRIM) solution landscape
- Define the SAP Convergent Mediation (SAP CM) process
- Identify the key capabilities of SAP CM
- Describe the SAP Billing and Revenue Innovation Management (SAP BRIM) data model

## Lesson 2: SAP Convergent Mediation (SAP CM) Processes

### Lesson Objectives

After completing this lesson, you will be able to:

- Identify the terms used in SAP Convergent Mediation (SAP CM)
- Detail the creation of workflows and configurations
- Describe charge UDR



## Lesson 1: SAP Convergent Charging (SAP CC) Overview

### Lesson Objectives

After completing this lesson, you will be able to:

- Explain the SAP Billing and Revenue Innovation Management (SAP BRIM) solution landscape
- Describe the SAP Billing and Revenue Innovation Management (SAP BRIM) flexible business model
- Detail how SAP Convergent Charging (SAP CC) is integrated in the SAP BRIM system landscape

## Lesson 2: Service Provider Master Data: Subscriber Account, External Account, Provider Contract

### Lesson Objectives

After completing this lesson, you will be able to:

- Explain SAP Convergent Charging (SAP CC) master data subscriber account and external account
- Provide an overview of master data
- Understand access in SAP Convergent Charging (SAP CC)

## Lesson 3: Price Design

### Lesson Objectives

After completing this lesson, you will be able to:

- Define pricing, rating, and charging
- Identify the use of charge plans and usage charges
- Describe recurring rates

## Lesson 4: Process Steps: Acquisition, Rating, and Charging

### Lesson Objectives

After completing this lesson, you will be able to:

- Understand the process flow of usage acquisition, rating, and charging
- Define pricing examples for CPU usage calculation





## Lesson 1: SAP Convergent Invoicing (SAP CI) Overview

### Lesson Objectives

After completing this lesson, you will be able to:

- Understand the SAP Billing and Revenue Innovation Management (SAP BRIM) solution landscape
- Explain the key capabilities of SAP Convergent Invoicing (SAP CI)
- Describe how SAP Convergent Invoicing (SAP CI) is integrated in the SAP BRIM system landscape

## Lesson 2: Billing Plan

### Lesson Objectives

After completing this lesson, you will be able to:

- Define a billing plan
- Describe the billing plan process

## Lesson 3: Consumption Item Storage, Billable Item Storage, and Convergent Invoicing Triggered Rating

### Lesson Objectives

After completing this lesson, you will be able to:

- Define item storage in SAP Convergent Invoicing (SAP CI)
- Describe aggregation options for high volume
- Describe the process steps in rerating

## Lesson 4: Billing, Invoicing, and Contract Account Integration

### Lesson Objectives

After completing this lesson, you will be able to:

- List the billing and invoicing process steps
- Describe the billing process benchmark measurements
- List the invoicing functions

## **Lesson 5: Partner Settlement and Revenue Sharing**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Explain SAP Convergent Invoicing (SAP CI) functionality for revenue sharing and partner settlement
- Using partner agreement with partner settlement rule
- List the process steps in revenue sharing and partner settlement

## **Lesson 6: Master Agreement and Complex Discounting**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Summarize SAP Convergent Invoicing (SAP CI) master agreements
- Describe SAP Convergent Invoicing (SAP CI) complex discounting
- Provide a discount process overview

## **Lesson 1: SAP Customer Financial Management (SAP CFM) Process Overview**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Understand SAP Billing and Revenue Innovation Management (SAP BRIM) solution landscape
- Describe the key capabilities of SAP Customer Financial Management (SAP CFM)
- Explain how SAP Customer Financial Management (SAP CFM) is integrated in the SAP BRIM system landscape

## **Lesson 2: Document Lifecycle**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Provide a FI-CA process overview
- Describe how to post, change, and display documents
- Navigate in the account balance display

## **Lesson 3: Dunning with Collections Management**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Execute Dunning (Dunning Proposal and Dunning Activity Run)

## **Lesson 4: Summarization of Postings from FI-CA to General Ledger**

### **Lesson Objectives**

After completing this lesson, you will be able to:

- Detail how to post invoices to general ledger
- Display the dunning history

## **Lesson 5: SAP Customer Financial Management (SAP CFM) Overview**

## **Lesson Objectives**

After completing this lesson, you will be able to:

- Understand the use of Financial Customer Care

## Lesson 1: SAP BRIM and SAP Revenue Accounting and Reporting (SAP RAR) Overview

### Lesson Objectives

After completing this lesson, you will be able to:

- Understand business processes for revenue accounting and reporting
- Understand the legal requirement for using FI-RA
- Understand how revenue accounting and reporting is integrated in the SAP BRIM system landscape