Industry Cloud Solution – Infosys Billing Management Solution

Infosys Billing Management Solution Marketing Material

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Infosys Billing Management Solution for Professional Services Firm
Simple and intuitive solution that provides holistic WIP management solution

Problem Statement

Current product suite is tailored for
- does not have this capability

Why do we need new
- Absence of E2E solution covering WIP review, WIP reserves and billing output
- Non-compliance with contract results in financial penalty and loss of business
- Impacts Partner KPI
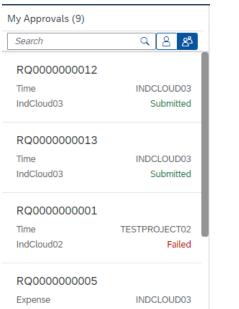- Impacts organization cashflow

Why do we need this
- Irrespective of nature of contract, clients are micromanaging Firms effort
- With complex funding models, unique contract clauses and flexibility demanded by customers, a Firm encounters increased scrutiny on T&E
- Non-compliance with contract conditions result in financial penalty and potential blacklisting from future contracts

The Solution ….

- ✓ Built on **SAP Business Technology Platform (BTP)** to deploy cloud native solution.
- ✓ Capability for Partners and MDs to track project and employment details
- ✓ Tight integration with S/4HANA
- ✓ Simple, Intuitive leveraging Intelligent technologies
- ✓ No equivalent product available in market
- ✓ Improved visibility on WIP.
- ✓ Improved contract compliance.
- ✓ Reduced revenue leakage.
- ✓ Precise routing of Time, Expense and Unit Based Billing data, which accept all edits uniquely, hence, creating an efficient way to route the changes
- ✓ Enabled to make edits in the billing data to adapt to real time scenarios
- ✓ Ability to track the edits made in the application as 'Requests'
- ✓ Simple application used for approving or rejecting these requests – 'My Approval'

- ✓ Facilitate to make edits in the billing data to adapt to real time sequence of events.
- ✓ Synchronously update in the status of the edits in both the applications

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Simple and intuitive solution that provides improved opportunity management

Business Value

- Built on BTP
- Head-start in key engagements
- Efficient provides the Customer Projects data for unbilled/WIP and billed and allows for the proposal of edits to WIP items (time, expenses & UBB)
- Adaptable to channelize all aspects of Billing simultaneously
- Improve work quality and reduce the risk of losing track of data.
- Irrespective of nature of contract, clients are micromanaging Firms effort
- With complex funding models, unique contract clauses and flexibility demanded by customers, a Firm encounters increased scrutiny on T&E
- Non-compliance with contract conditions result in financial penalty and potential blacklisting from future contracts

Target Customer

- Partners / Billing Administrator / Engagement Accounting
- Partners would sponsor this product
- Professional Services Industry is split in two – Big 4 and rest. This solution targets the rest i.e., mid-market customers
- Target mid-market segment in US, followed by Europe and APAC

Current & Planned Market
- None of the ERP products meet unique aspects of professional services industry
- Mid-market segment is the focus

Bill of Material

- Portal
- HANA DB
- Workflow Management(Rules)
- Cloud Foundry Runtime
- Business Application Studio
- Object Store

Results

- ✓ Improved model of billing enable to work dynamically
- ✓ Reduction in risk in data management
- ✓ Adaptable to real time scenarios
- ✓ Enabled to handle complex tasks of data management in an elementary approach
- ✓ Improved visibility on WIP
- ✓ Improved contract compliance
- ✓ Reduced revenue leakage
- ✓ Reduction in penalty
- ✓ Improved cash flow
- ✓ Improved DSO
- ✓ Reduced operational overhead for partners

Target Audience

- Partners
- Principals
- MDs

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Thank you

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