

Monetizing Digital Transformation in High-Tech with Hybris Billing Solution

With the digital revolution maturing at a fast pace, companies in the high-tech industry have to differentiate themselves and leverage opportunities for disruption to stay ahead of the game in today's highly competitive environment. To achieve

this, businesses have to strategically launch cutting-edge, customer-centric subscription-based models. They should start investing in an innovative billing solution that will enable them to transition from a one-time, perpetual sales model

to service monetization models that are a combination of one-time, usage-based, and fixed subscription-based pricing. With it, businesses can establish strong customer engagement and drive operational excellence, too.

The high-tech industry is gearing up for the transition from a traditional enterprise platform to a subscription-based billing solution



Challenges that are making this transition critical:

- Scalability
- Pricing agility
- Partner collaboration
- Revenue sharing
- Profitability analysis
- Revenue recognition complexity
- High availability architectures

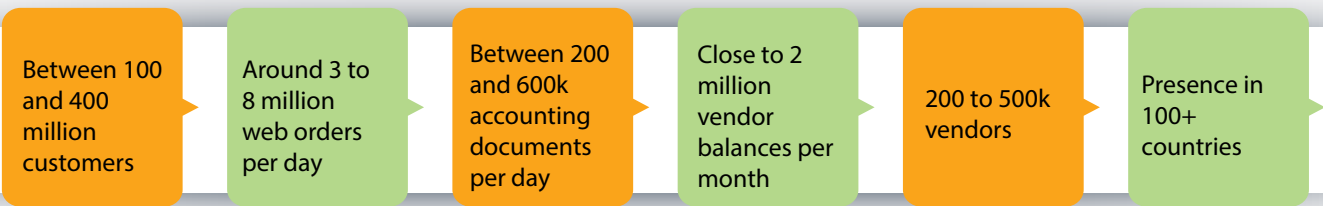
Benefits that high-tech industry companies will gain:

- Design and simulate subscription pricing quickly and efficiently
- Seamless and accurate processing of royalties and commissions across the financial landscape
- Operate in real time or batch mode leveraging high availability Convergent Charging Architecture
- Ability to manage extremely high volume billing transactions
- Easy integration and scaling up of business in real time

SAP Hybris Billing Solution is a cutting-edge solution designed to offer capabilities for subscription management and pricing agility, billing and revenue management, and usage mediation and service control.

Infosys is a partner of choice for helping customers monetize their services with the SAP Hybris Billing Solution. We help deploy and run the subscription billing platform,

while ensuring a scalable and agile ecosystem that can handle organizations' financial transactions seamlessly. We manage customer platforms having:

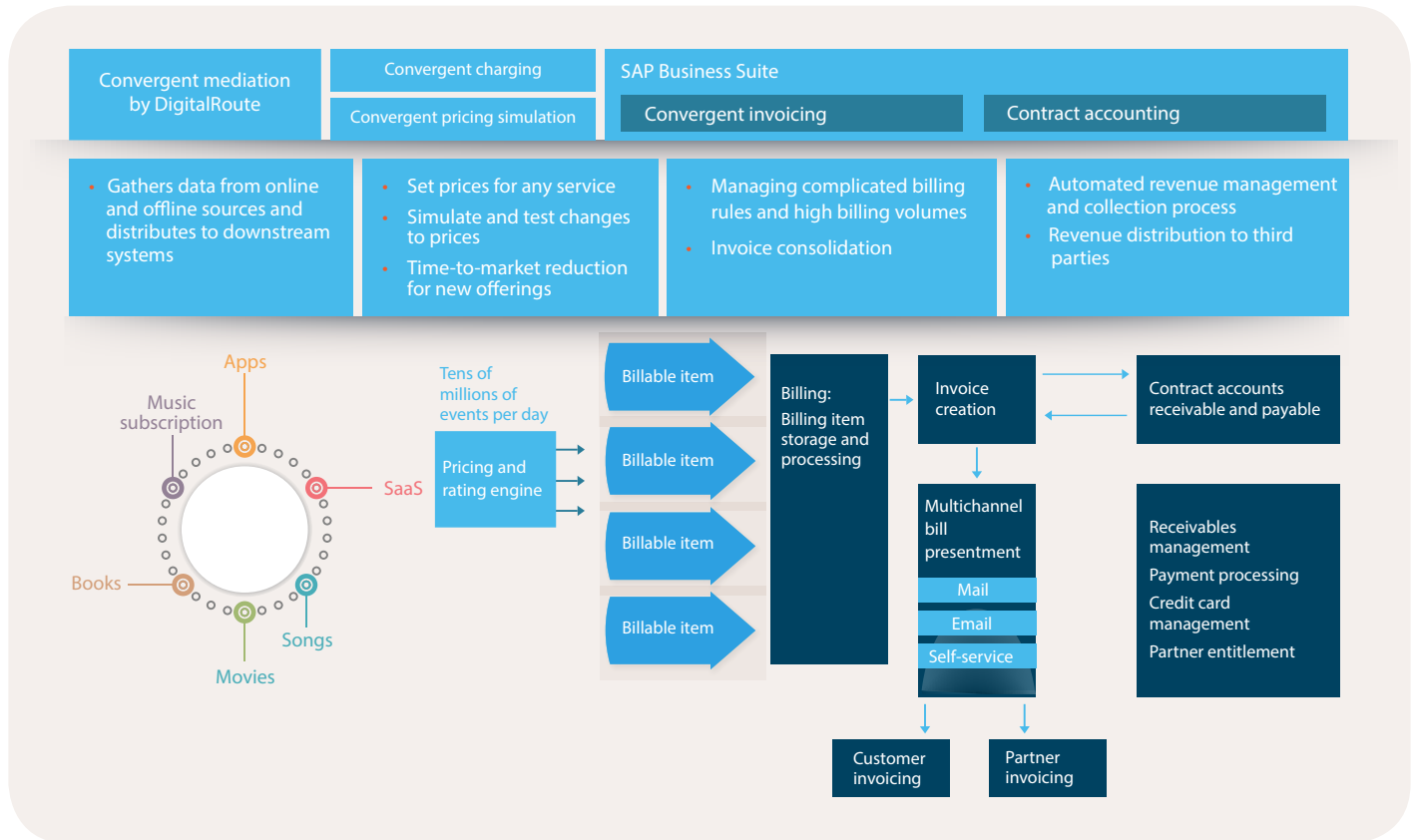


SAP Hybris Billing Solution: delivering capabilities for digital transformation

The SAP Hybris Billing Solution is an on-premise solution comprising modular offerings which can interoperate and

operate with legacy and third-party systems. High-tech companies can leverage the entire solution stack or deploy

select modular components based on IT and business strategies.



Hybris and Infosys: Partnering to empower businesses to monetize digital transformation

<p>Infosys SaaS model</p> <ul style="list-style-type: none"> On demand scalability No worries about infrastructure, license compliance, application support, upgrades, and lead times 	<p>Seamless and accurate integration</p> <ul style="list-style-type: none"> Seamless integration across modular Hybris components and legacy applications 	<p>Deep domain knowledge for deployment in high-tech</p> <ul style="list-style-type: none"> Long-standing association with leaders in the high-tech space 	<p>Insights on business KPIs and metrics</p> <ul style="list-style-type: none"> Analytics programs focused on business KPIs

For more information, contact askus@infosys.com



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