



# INFOSYS REVENUE MANAGEMENT PLATFORM —POWERED BY ORACLE—

Centralized financial services revenue management

In an age of neobanks and disruptive startups—including ever-increasing business volatility—having organizational resilience and the right supporting technology are critical to ensuring business success and competitiveness.

Transforming your systems and processes in the cloud is by far the most impactful way to stay ahead of the game. But with so many options on the market, and the perceived complexity of cloud migration, it can often be difficult to know where to start.

That's why Infosys and Oracle have partnered to deliver risk-free core system modernization to drive increased business value and customer experiences.

Infosys Revenue Management Platform—powered by Oracle—acts as a layer above existing core systems. It provides a unified customer enterprise view, product management capabilities, and adaptive pricing tailored to specific financial services needs across products, business lines, legal entities, and channel partners.

At its heart, Infosys Revenue Management Platform, part of Infosys Cobalt, allows financial services organizations to successfully counter disruptive market players and rapidly offer new product bundles and personalized offerings to customers with deal-proposal management and simulation capabilities.

With decades of experience helping enterprises transition to adaptable revenue management, Infosys and Oracle's award-winning partnership and joint solutions deliver resilient infrastructure and deep domain knowledge across industries.

Infosys and Oracle have been consistently recognized as leaders by top analyst and advisory firms such as Gartner, IDC Research, Everest Group, and Avasant for the value we bring to our clients through business, infrastructure, and experiential transformation.



## Challenges

### Inadequate product lifecycle management

Difficulty ensuring holistic product lifecycle management due to product proliferation, erroneous processes, and fragmented systems.

### Inaccurate business processes

Technical limitations and resource constraints lead to workarounds or quick fixes that cause error-prone processes and higher operational costs.

### High IT dependencies and poor visibility

A lack of standard contractual terms and conditions with proper deviation control, combined with inefficiencies in core banking systems, often result in significant revenue losses.

## Why cloud-based revenue management?

Business	IT
Enterprise-wide CRM covering entire customer touchpoints	Decoupling of revenue management from core systems to eliminate workarounds
Control over product proliferation	Centralized revenue management from multiple disparate systems
Speed to market with lower TCO	Updating and refreshing of revenue management; parity with FinTechs
Ease of regulatory compliance	Quick and easy deployments
Better financial controls and measures	Independence for business IT

# Infosys Revenue Management Platform powered by Oracle Revenue Management and Billing Solution

## Deal management

Create deals based on competitor pricelists and customer commitments so you can be confident your prices are always fair and in line with expected revenue.

## Hierarchy management

Measure total relationship value to identify your most profitable customers and prospects.

## Product management

Benefit from price transparency and product rationalization for a leaner, more cost-effective inventory that also offers customers wide-ranging choice.

## Virtual assistance

Gain fast access to customer, account, invoice, and transaction details, meaning less time spent on repetitive manual tasks and more time focusing on value-adding activities.

## Innovative algorithms

Use relationship, behavior-based, multi-parameter pricing and billing models so you always have a solution to meet your exact needs.

## Personalization

Offer centralized personalization capabilities, and invoice and payment flexibility to ensure your customers always get the right solution for them, helping improve brand loyalty.

## Why Infosys and Oracle?

### Transform...

#### Business

Organizational transformation for tomorrow's financial services starts with instant, data-driven insights that augment intuitive decision-making. We use the power of AI and machine learning in the cloud to create a cycle of continuous improvement.

With Infosys and Oracle, you gain access to a leading out-of-the-box solution backed by domain and vertical knowledge, services integration, and delivery acumen.

#### Infrastructure

Making substantial infrastructure changes in financial services also entails taking an uncompromising approach to security and compliance.

Infosys and Oracle give you everything you need to execute a successful cloud-connected transformation, all in one place. This includes new business models for a greater return on investment and more flexibility in how you procure cloud services.

#### Experience

In a highly competitive and volatile market, enhancing value and accelerating time to market are key to maintaining a competitive edge.

Benefit from Infosys and Oracle's end-to-end ecosystem (including platforms, accelerators, and intelligent tools) with anytime, anywhere access, and drive greater value across your business—and transform your customer experience.

### Enhanced revenue management

Up to a  
**5%**  
improvement  
in revenue

**20%**  
quicker A/R  
revenue cycle

Up to  
**8%**  
revenue lift

### Optimized operational efficiency

**30%**  
reduction in  
manual processes

**60%**  
reduction  
in rework

**80%**  
reduction in product  
and price plan setup time

### Improved customer experience

**30%**  
improvement in  
customer satisfaction

Up to  
**10%**  
reduction in billing inquiries  
and dispute calls

# Global money transfer provider: Driving digital business through unified revenue management

We take an industry-first approach to business transformation for greater agility.

## Challenge:

Overcome the challenges and constraints of a legacy settlement system

## Solution:

A state-of-the-art platform that enables advanced digital transactions and reporting.

## Results:

- 50% improvement in multi-threaded execution
- 75% improvement in new business onboarding
- Faster insights
- Fully automated settlement and reconciliation processes

## Supercharged revenue management —simplified

To learn more about how Infosys Revenue Management Platform—powered by Oracle—can help you transform your business, infrastructure, and client experience with an end-to-end platform in the cloud—supported by deep industry expertise—get in touch with our team of experts today.



### About Oracle

Oracle offers integrated suites of applications plus secure, autonomous infrastructure in Oracle Cloud. For more information about Oracle (NYSE: ORCL), please visit us at [www.oracle.com](http://www.oracle.com)

ORACLE | Partner

**Infosys Cobalt** is a set of services, solutions and platforms for enterprises to accelerate their cloud journey. It offers over 35,000 cloud assets, over 300 industry cloud solution blueprints and a thriving community of cloud business and technology practitioners to drive increased business value. With Infosys Cobalt, regulatory and security compliance, along with technical and financial governance comes baked into every solution delivered.

For more information, contact [askus@infosys.com](mailto:askus@infosys.com)

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