Industry Cloud Solution – Infosys Billing Management Solution

Infosys Billing Management Solution Marketing Material
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
Infosys Billing Management Solution for Professional Services Firm

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
- Solution in use at AlixPartners
- 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
Thank You