# 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

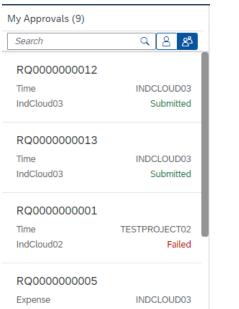
### Why do we need this

- 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'

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- 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

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### **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., midmarket 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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