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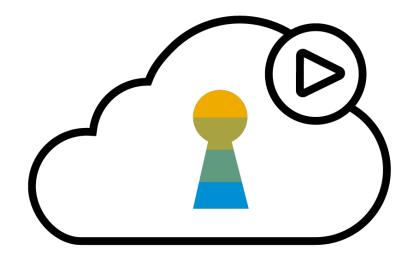
## SAP Billing and Revenue Innovation Management and SAP Document and Reporting Compliance Localization Overview & Roadmap

Andrea Barthel and David Vandecasteele, SAP Globalization Services

September 20<sup>th</sup>, 2022



SAP Billing and Revenue Innovation Management Introduction: Digital market and subscription business





# Business innovation is necessary for survival

Since 2000, **52% of companies in the Fortune 500** have gone out of business.

From 1955 to 2011, it took Fortune 500 companies an average of 20 years to reach a billion-dollar valuation; today's digital startups are getting there in four.



The average subscription billing vendor has **30-50%** annual growth.<sup>1</sup>

**70% of business leaders** say subscription business models will be key to their prospects in the years ahead.<sup>3</sup>

By 2022, **53%** of all software revenue will be generated from subscription models.<sup>2</sup>

But only **7%** are already monetizing their products this way.<sup>3</sup>

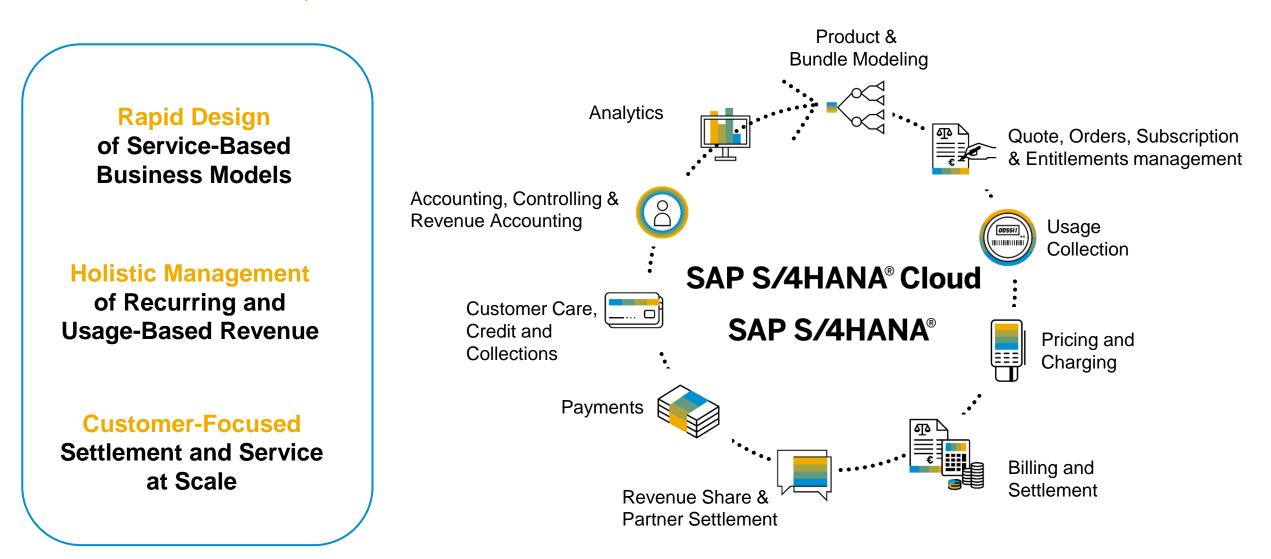
\*1 MGI Research. Monetisation of Digital Business Models 2019 – Insights into Billing and Recurring Payment Report. 2019.

\*2 IDC. Worldwide Software License, Maintenance, and Subscription Forecast 2018–2022. 2018.

\*3 Global Banking & Finance Review/Manifesto Growth Architects. How to Make Money from Membership Economics. 201

## **Rethinking your E2E Quote-To-Cash Process**

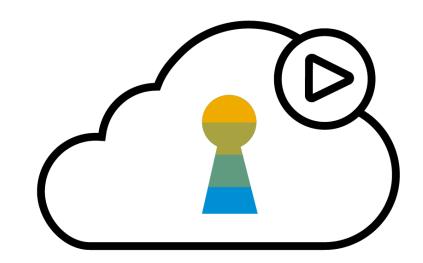
SAP BRIM – The complete solution to handle all needs



## Localization as a key differentiator to SAP BRIM



SAP Billing and Revenue Innovation Management Solution Overview & Localization

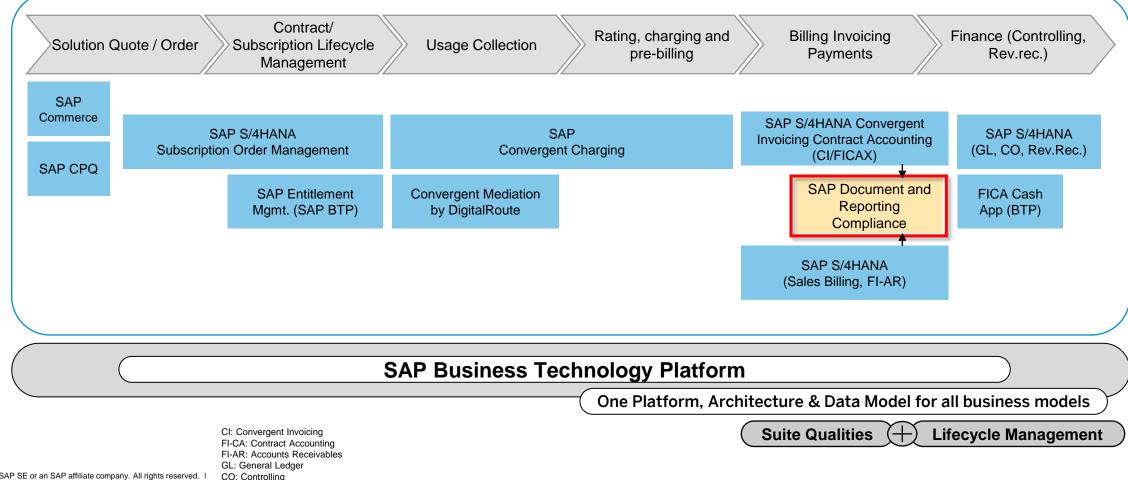


## SAP BRIM & SAP S/4HANA Cloud

Rev.Rec: Revenue Recognition

Digital Business Platform to enable end-to-end business processes with suite qualities

Centralized processes in one platform simplifies business model innovation



Solutions

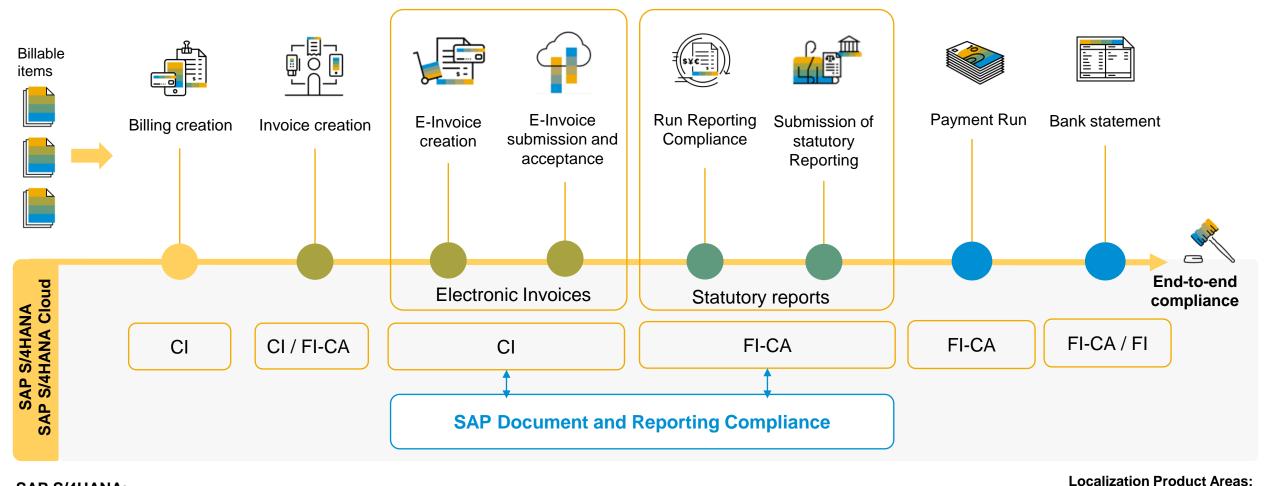
SAP

9

## SAP BRIM - Convergent Invoicing (CI) and Contract Accounting (FI-CA)

Billing-to-Cash Scenario & Integration with SAP Document and Reporting Compliance

Key Message: We are offering innovations with the localization of SAP BRIM for the OnPrem and Cloud market to help enterprises operate globally and be compliant locally



Tax

Invoicing

Payments

Statutory Reports

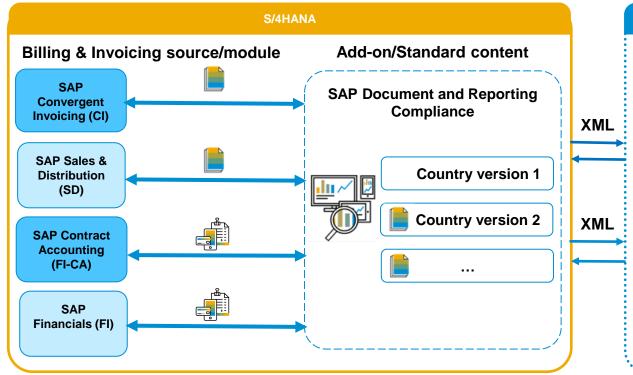
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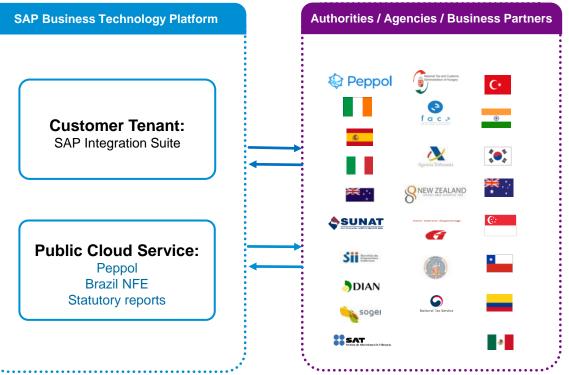
#### SAP S/4HANA:

- Billing systems supported: Convergent Invoicing & Sales and Distribution
- Statutory reports supported for Contract Accounting (FI-CA) only if FI-CA and FI are located in the same system

## **SAP Document and Reporting Compliance**

SAP S/4HANA: end-to-end scenario for E-Invoicing with Convergent Invoicing (CI) and statutory reports with Contract Accounting (FI-CA)





\*Planned. This is the current state of planning and may be changed by SAP at any time without notice. \*\*Manual upload or filing supported where no electronic exchange is available.

Invoicing processes integrated to SAP Document and Reporting compliance:

- Billing and Invoicing in Convergent Invoicing
- Billing in Sales and Distribution and Invoicing in Convergent Invoicing
- Billing in Sales and Distribution and Invoicing in Contract-Accounting (in Evaluation)

Local Mapping/formats based on local regulations Fully integrated with business processes



Reporting enabled with SAP Document and Reporting Compliance

- Enhancement of statutory reports reading contract accounting data (Audit Reports and Vendors & Customer reports)
- Extension to analytics for VAT Returns / GST Returns
- Itemization Report for VAT Returns

## FI-CA <> FI should be always in the same system, no distributed landscape is supported

## Key Product Features for Electronic Documents – Convergent Invoicing

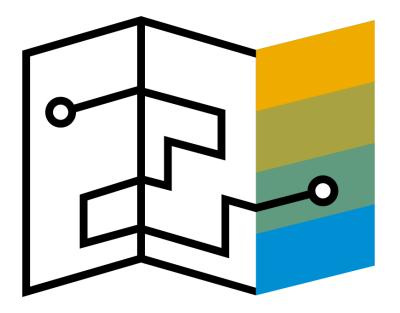
**Electronic Customer Invoice via Peppol for Australia** 

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	Result Overview	No.	Status	Proc. Status Descr.	Error	eDocument Source Key			Type Description	
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## Key Product Features for Statutory Reporting – Contract Accounting Audit File FEC for France

Central overview of reporting tasks	FR_Reporting	v				0	France Audit File	e (FEC)					G	Harmonized set of activities per task
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# Global Coverage and Roadmap



## Available Local Versions – SAP S/4HANA, SAP DRC, SAP BRIM

Business Compliance with electronic invoicing / statutory reports Q3/2022

#### SAP S/4 HANA

India

Italv

Peru

#### S/4HANA - SAP Document and **Reporting Compliance**

Italy

Russia

Serbia

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Saudi Arabia

Singapore

#### SAP BRIM (CI/FI-CA)

Argentina Australia Austria **Belgium** Brazil Bulgaria Canada Chile China Colombia Croatia **Czech Republic** Denmark Egypt Estonia Finland France Germany Greece Hong Kong, China Hungary

Romania Indonesia Russia Ireland Saudi Arabia Israel Serbia Singapore Japan Slovakia Kazakhstan Slovenia Kuwait Latvia Lithuania Luxemboura Malaysia Mexico Netherlands New Zealand Norway Oman Philippines Poland Portugal Qatar



local versions

South Africa South Korea Spain Sweden Switzerland Taiwan, China Thailand Turkey Ukraine United Arab Emirates United Kingdom United States Venezuela

Argentina Australia Austria Belgium Brazil Canada Chile China Colombia **Czech Republic** Denmark Egypt Finland France Germany Greece Hungary India Indonesia Ireland

Angola

Israel Slovakia South Africa Japan Kazakhstan Spain Luxembourg Malaysia Mexico **Netherlands** New Zealand Norway Oman Peru **Philippines** Poland Portugal Qatar Romania

South Korea Sweden Switzerland Taiwan, China Thailand Turkey Ukraine United Arab Emirates **United Kingdom United States** Venezuela

**Belgium** Brazil Canada Chile **Denmark** France Germany Italy **Netherlands** Peru Singapore Sweden Spain **United Kingdom United States** 

Austria

(On the roadmap) Australia China Colombia Hungary India Ireland Japan **Mexico New Zealand** Poland South Korea Switzerland Taiwan, China Turkev

16 local versions

local versions

This is a pure indicative and not exhaustive illustration of external obligations, it's not the scope of SAP Document and Reporting Compliance

## SAP Billing and Revenue Innovation Management (SAP BRIM)

### Local Version & Requirement Coverage\*

#### **Details by local Version / Product Area**

\* This is the current state of planning and may be changed by SAP at any time without notice.

	Recent Innovations Q3/2022 (2208)	Planned Q4/2022	Planned Q1/2023 (2302)	Future Dire	ection
Public edition		<ul> <li>France (2208.1)</li> <li>Report Audit File FEC</li> <li>Singapore (2208.1)</li> <li>Report GST Transaction Listing</li> <li>Italy (2208.1)</li> <li>Report VAT Register</li> </ul>	<ul> <li>United Kingdom (2302)</li> <li>Payments: AUDIS (Collection Authorization)</li> <li>Australia &amp; New Zealand (2302)</li> <li>Electronic Invoicing via Peppol; Invoice Template; Time Dependent Tax (TDT); Reports GST Return; Payment formats &amp; bank statements</li> <li>Italy (2302)</li> <li>Tax; Stamp Tax and Tax Exemption Letter;</li> </ul>	<ul> <li>India (2308)</li> <li>GST Tax; TCS Tax, QR Code for B2C invoices, Electronic invoicing, Report GSTR1 and GSTR-3B, Payment formats and bank statements</li> <li>South Korea (2308):</li> <li>Tax Invoice, Electronic Invoicing via Peppol, Report VAT Declaration, Payment formats and bank statements</li> </ul>	Future Delivery**: Ireland Mexico Switzerland Taiwan Colombia Turkey Japan China Mainland Hungary Poland Brazil
Private edition and OnPrem	<ul> <li>France (Q3/2022)</li> <li>Electronic Integration via Peppol; Reports FEC, Overdue Invoice, EC Sales List and VAT Return; Payment formats &amp; bank statements</li> </ul>	<ul> <li>Spain (Q4/2022)</li> <li>Electronic Invoicing Facturae; Reports EC Sales List and VAT Return; Payment formats &amp; bank statements</li> <li>Singapore (Q4/2022)</li> <li>Electronic Invoicing via Peppol; Report VAT Return</li> </ul>	<ul> <li>Italy (Q1/2023)</li> <li>Electronic Invoicing FatturaPA; Report VAT Register; Payment formats &amp; bank statements</li> <li>Australia, New Zealand** (Q1/2023)</li> <li>Electronic Invoicing via Peppol; GST Reports, Payment formats &amp; bank statements</li> </ul>	<ul> <li>India (Q3/2023)</li> <li>GST Tax; TCS Tax, QR Code for B2C invoices, Electronic invoicing, Report GSTR1 and GSTR-3B, Payment formats and bank statements</li> <li>Mexico (Q3/2023)</li> <li>IEPS tax, Withholding Tax, Electronic Invoicing and Electronic Payment; Report VAT Declaration; Payment formats and bank statements</li> </ul>	<ul> <li>Q4/2023 and beyond**:</li> <li>South Korea (Q4/2023)</li> <li>Ireland (Q4/2023)</li> </ul> Future Delivery**: <ul> <li>Turkey</li> <li>Japan</li> <li>Colombia</li> <li>Poland</li> <li>China Mainland</li> <li>Taiwan</li> <li>Hungary</li> <li>Switzerland</li> </ul>

SAP S/4HANA Cloud,

SAP S/4HANA Cloud,

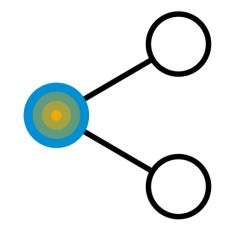
\*\* Phased Delivery Scope:

✓ Phase1: tax and electronic invoicing

✓ Phase 2: Statutory reports and payments (6 months later or according to market need)

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## Additional Information Documentation and Links



## **Documentation for SAP S/4HANA - SAP BRIM**

## **Convergent Invoicing and Contract Accounting**

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Billing and Revenue Innovation Management Master Data in Billing and Revenue Innovation Management Subscription Order Management Convergent Invoicing Contract Accounting Credit and Collections Management Financial Customer Care Country/Region-Specific Functions - Overview	(-) (-) (-) (-)	With this overview tabl For more information, o You can export the tab Alternatively, to naviga	e, use the searches or bro use the overview table's e le content as a CSV file ar te first to a particular cour	owse for highlighted <b>Contract</b> mbedded links to navigate di nd import to a spreadsheet. ntry/region and view all of its t	<b>S - Overview</b> Accounting and Convergent Invoicing fun ectly to the specific topic or the functional an unctions in detail, see Local Versions. mpliance Tasks by Country/Region	ctions for specific countries/	/regions.	
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## **Documentation for SAP S/4HANA Cloud - SAP BRIM** Convergent Invoicing and Contract Accounting

SAP Help Po	ortal (Document	ation)			Browse by Product Lear	ning Journeys Explore SAP Q	
Home > SAP S/4HANA Cloud > Finance > Billing and Revenu	e Innovation Manage	ment > Country/Region-Speci	fic Functions - Overview				
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<ul> <li>Management Accounting and Margin Analysis</li> <li>Accounting and Financial Close</li> </ul>		With this overview tabl countries/regions.	le, use the searches or b	prowse for highlighted Billing and Rev	enue Innovation Manageme	nt functions for specific	
<ul> <li>Treasury Management</li> <li>Financial Operations</li> </ul>		For more information,	use the overview table's	embedded links to navigate directly t	the specific topic or the fund	tional area of a given country/region.	
$\checkmark$ Billing and Revenue Innovation Management		Alternatively, to naviga	ate first to a particular co	untry/region and view all of its functio	ns in detail, see Country/Regi	on-Specific Functions.	
Master Data in Billing and Revenue Innovation Management	Ę	Hide/Show Columns <b>V</b>	Download CSV			Search entire table	
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Contract Accounting Country/Region-Specific Functions - Overview Extend Your System		Austria	Contract Accounting	Advance VAT Return - U30	You can include da	ta from financial journal entries that	
<ul> <li>Governance, Risk and Compliance for Finance Product Footprint Management APIs in Finance</li> <li>Situation Templates in Finance</li> <li>Video Library for Finance</li> </ul>	5	Austria Austria	Billing			SAP S/4HANA Clour agement → Country/	

## How to use SAP Help Overview to find compliance tasks supported

Links:

<u>SAP S/4HANA Cloud</u>
 <u>SAP S/4HANA OP/PCE</u>

	SAP Help F	Portal (Documentatio	n)	Browse by Product SAP Learning Journeys Dashboards	Help Explore SAP Q
Filter by "Document and Reporting Compliance"	≫ ← Previous			☆ Favorite (上 Down	nload PDF $\propto_0^0$ Share $\bigcirc$ Comments More
	Country/Region	Product Area	Торіс	Description	Technical Information
	belgium 🗙	Search column	Search column	document and Reporting ×	Search column
Filter by country to find the requirements supported	Belgium	Statutory reporting	VAT Return	I want to create the VAT return with data from financial journal entries that were generated based on FI-CA documents. This report is a statutory report in SAP Document and Reporting Compliance.	Run Statutory Reports app BE_VAT_DCL (Belgium VAT Return) report
	Belgium	Statutory reporting	Declaration for VAT Units	I want to create the declaration for VAT units with data from financial journal entries that were generated based on FI-CA documents. This report is a statutory report in SAP Document and Reporting Compliance.	Run Statutory Reports app BE_VUNIT_DCL (Declaration for VAT Units) report
Filter by Product Area	Belgium	Statutory reporting	Annual Sales Listing	I want to generate the annual sales listing with data that was extracted from financial journal entries and FI-CA documents. This report is a statutory report in SAP Document and Reporting Compliance.	Run Statutory Reports app BE_SL_ANNUAL (Belgium Annual Sales List) report
	Belgium	Statutory reporting	Balance of Payments - F01DGS	I want to generate the balance of payments F01DGS with data that was extracted from financial journal entries and FI-CA documents. This report is a statutory report in SAP Document and Reporting Compliance.	Run Statutory Reports app BE_BOP_F01DGS (Belgium Balance of Payments - F01DGS) report
Name of the legal requirement covered	Belgium	Statutory reporting	Balance of Payments - S03CCR	I want to generate the balance of payments S03CCR with data that was extracted from financial journal entries and FI-CA documents. This report is a statutory report in SAP Document and Reporting Compliance.	Run Statutory Reports app BE_BOP_S03CCR (Belgium Balance of Payments - S03CCR) report
	Belgium	Statutory reporting	Balance of Payments - S01CCR	I want to generate the balance of payments S01CCR with data that was extracted from financial journal entries and FI-CA documents. This report is a statutory report in SAP Document and Reporting Compliance.	Run Statutory Reports app BE_BOP_S01CCR (Belgium Balance of Payments - S01CCR) report
Technical Information provided	Belgium	Invoicing	Convergent Invoicing	I want to create a convergent invoicing (CI) customer invoice as an electronic invoice and exchange electronic documents with business partners via the cross-border Peppol network. This process is part of SAP Document and Reporting Compliance.	eDocument Cockpit app Peppol network used to exchange electronic ocuments with business partners

## SAP Road Map Explorer – SAP BRIM Localization SAP S/4HANA Cloud

Roadmap Explorer – <u>Launch</u>

Product – SAP Billing and Revenue Innovation Management

#### Focus Topics - Globalization

× Q3 2022 Disclaimer Italy – enablement of convergent invoicing functionality with FatturaPA in SAP **Document and Reporting Compliance** Convergent Invoicing | Document and Reporting Compliance | Receivables Management and Payment Handling SAP S/4HANA Cloud 2208 SAP Billing and Revenue Innovation Management Globalization + ☆ ≪ Overview Enablement of convergent invoicing for Italy with SAP Document Compliance
 Facilitation of electronic invoicing that is compliant with local government regulations, including FatturaPA-format compliance for electronic invoices 🚝 Features 🛛 🖏 Technical View 🎰 Capability View Ø Benefits Enable service-based industries with high-volume digital business scenarios to benefit as follows from convergent invoicing functionality in SAP Document Compliance: · Manage compliance with electronic document regulations Enable a consistent user experience across countries and business processes
 Simplify implementation of new local requirements
 Support process automation and simplification
 Erstbling an extensible location Establish an extensible platform infidential and proprietary to SAP and may not be disclosed without the 

Products 1 ^ Industries V Focus	Topics 🕚 🗸	SA	P Road Map Explorer	Products Processes Industries	My Roard Maps Science A Disclaimer
SAP Asset Manager	1	C	Slobalization × SAP Billing and ×		58 Road Map Items 🗙 🔍
<ul> <li>SAP Billing and Revenue Innovation</li> <li>Management</li> </ul>	25	Pro	oducts 🜒 🗸 Industries 🗸 Focus Topics 🜒 🗸		Earliest - Latest 🖽 🤳 🛁 🗠 🖫 Save
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Application Programming Interface	16	ž	Convergent Invoicing	Italy – enablement of convergent invoicing functionality with FatturaPA	Convergent Invoicing     Convergent Invoicing
Artificial Intelligence	9	SAP with.	Cross-countries and regions – enabling VAT return reports with	in SAP Document and Reporting Compliance • Enablement of convergent invoicing for Italy with	France – enablement of statutory reports with contract accounting dat Australia – enabling
] Data to Value	15	<	SAP S/4HANA Cloud 2202	SAP Document Compliance • Facilitation of electronic invoicing that is compliant with local government regulations,	SAP S/4HANA Cloud SAP S/4HANA Cloud
] Digital Transformation	52	at and bank	Denmark – enablement of convergent invoicing with Peppol	including FatturaPA-format compliance for electronic involces SAP S/4HANA Cloud 2208	Receivables Management and Payment Handling Australia – payment bank statement proc
Globalization	32	~	SAP S/4HANA Cloud 2202	SAP Billing and Revenue Innovation Management Globalization	France – enablement of statutory reports with contract accounting dat
		late for gent	Denmark – enabling statutory reports with contract accounting SAP S/4HANA Cloud 2202	Italy – enabling statutory reports with contract accounting data - VA	SAP S/4HANA Cloud New Zealand – enab reports, such as the SAP S/4HANA Cloud
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## SAP Best Practices for SAP S/4HANA Cloud

## **Contract Accounting and Convergent Invoicing**

8 🤇 🍙 👥	SAP Best Practices Explorer	Q Region/Language Preferences ⑦ =
Browse Packages / SAP S/4HANA / Cloud /	J <b>d</b> Belgium	Download 🛧 闫 🖂 🗋
Description: Accelerate and simplify the adoption of SAP S/4HANA Cloud for faster time to value, using best practice business processes.	Version: Direct link to package: ad Belgium  Language: English  Version: Direct link to package: https://rapid.sap.com/bp/BP_CLD_ENTPR	
Overview Solution Scope Accelerators Find Out More		
> Solution Information		
SOLUTION SCOPE		
Scope Item Groups	Line of Bus	iness $\checkmark$ [=]
Scope Item Groups           Subscription Billing and Revenue Management	Line of Bus Cloud Subscription Billing and Revenue Management is used to monetize billing and revenue management.	
	Cloud Subscription Billing and Revenue Management is used to monetize	digital transformation through high-volume, subscription
✓ Subscription Billing and Revenue Management	Cloud Subscription Billing and Revenue Management is used to monetize billing and revenue management. This solution significantly improves the automatic clearing rate by applying	digital transformation through high-volume, subscription
Subscription Billing and Revenue Management     Contract Accounting - Cash Application (471)	Cloud Subscription Billing and Revenue Management is used to monetize billing and revenue management. This solution significantly improves the automatic clearing rate by applying incoming payment and clearing process to reduce manual work and to sav With this scope item, you can process payment documents and returns.	digital transformation through high-volume, subscription machine learning techniques to the bank statement e cost.
Subscription Billing and Revenue Management     Contract Accounting - Cash Application (471)     Contract Accounting - Company Initiated Payments (2DP)	Cloud Subscription Billing and Revenue Management is used to monetize billing and revenue management. This solution significantly improves the automatic clearing rate by applying incoming payment and clearing process to reduce manual work and to sav With this scope item, you can process payment documents and returns.	digital transformation through high-volume, subscription machine learning techniques to the bank statement e cost.
Subscription Billing and Revenue Management     Contract Accounting - Cash Application (471)     Contract Accounting - Company Initiated Payments (2DP)     Contract Accounting - Contract-Based Revenue Recognition	Cloud Subscription Billing and Revenue Management is used to monetize billing and revenue management. This solution significantly improves the automatic clearing rate by applying incoming payment and clearing process to reduce manual work and to sav With this scope item, you can process payment documents and returns. In this scope item, you integrate contract-based revenue recognition with c	digital transformation through high-volume, subscription machine learning techniques to the bank statement e cost.
Subscription Billing and Revenue Management     Super Contract Accounting - Cash Application (471)     Super Contract Accounting - Company Initiated Payments (2DP)     Super Contract Accounting - Contract-Based Revenue Recognition     Super Contract Accounting - Customer Initiated Payments (2BI)	Cloud Subscription Billing and Revenue Management is used to monetizer billing and revenue management. This solution significantly improves the automatic clearing rate by applying incoming payment and clearing process to reduce manual work and to sav With this scope item, you can process payment documents and returns. In this scope item, you integrate contract-based revenue recognition with c With this scope item, you can post authorized credit card payments. With this scope item, you can create transfers to General Ledger and write	digital transformation through high-volume, subscription machine learning techniques to the bank statement e cost. ontract accountingoffs.

### Go to Best Practice Explorer

#### Navigate to

- SAP S/4HANA Cloud
- SAP Best Practices for SAP S/4HANA Cloud
- Version: <country>
- ➢ Finance
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## **Useful Links**



## **Further Resources**



## **General information**

- SAP.com product page
- <u>SAP BRIM Localization video</u>
- SAP Help Portal List of countries and features in S/4HANA Cloud
- SAP Help Portal List of countries and features in S/4HANA PCE/OP
- SAP Road Map Explorer SAP BRIM Localization



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Localization Product Management, SAP Globalization Services







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