NITROBOX

Servitization with Nitrobox
Transform your business with recurring and pay-per-use business models

More than just a digital transformation - For companies working in the field of manufacturing and IoT smart digital business models are part of their innovation roadmap. But monetizing new ideas entail a lot of challenges across all departments, especially when inflexible legacy IT is involved. This is where Nitrobox helps.

Use your IoT data and turn it into new revenue streams

In a world of IoT intelligent machines deliver data, that are the building blocks of innovative business models. Expand your existing business areas to these new revenue streams and monetize your individual industry business strategy by:

- Time or usage-based billing of products and services (pay-per-use)
- Monetization of IoT and machine data
- Machinery subscriptions (equipment-as-a service)
- After-sales service hours
- Multi-sided platform business

Output-based services

Calculate and bill your IoT data across various metrics and price models, such as per unit, by volume or with additional services:

- Forklifts per minute
- Printing machines per printed sheet
- Coffee makers per brewed cup
- Service hours
- and many more

The benefits of a servitized business

- Expand your profit margin: product + (digital) usage-based products and services
- Benefit from recurring and predictable revenue

- Turn one-time customers into a loyal customer relationship
- Sell easier to customers, as their expenditure turns from Capex to Opex

- Benefit from an increased utilization of your assets
- Be part of a stronger sustainability cycle reducing the CO_2 fingerprint

"Working with Nitrobox, we are developing the necessary financial framework in order to offer various billing models for Porsche Connect and Smart Mobility services: ranging from time- or volume-based approaches to subscriptions. Besides the flexible adaptation and integration options of this platform, we are particularly impressed by the Nitrobox team and their visionary outlook."

Stefan Zerweck, COO Porsche Digital
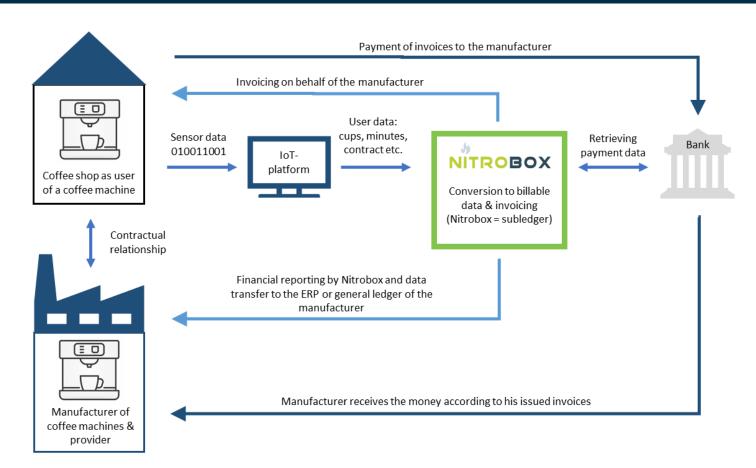
Servitization is this easy with Nitrobox
One central platform for agile and automated billing processes

When designing new digital business models in the field of servitization, legacy ERP systems very often prove to be a show stopper. Companies face large-scale IT projects, when instead agility, flexibility and scalability are needed. This is where Nitrobox comes into play. The Nitrobox solution is an enterprise-grade cloud software (SaaS) for managing sophisticated monetization models such as pay-per-use - in real time and adaptable to any market.

Enhance your legacy IT with Nitrobox and implement unlimited pay-per-use models

The Nitrobox Agile Monetization Platform can easily be integrated into existing backend systems such as SAP - enabling companies to roll-out their new monetization strategies within weeks. Adapting unlimited monetization strategies, convergent billing and payment automation are only a few of many capabilities, that are combined in this smart platform. It is fast, reliable, secure – and helps you overcome the inflexibility of legacy backend systems.
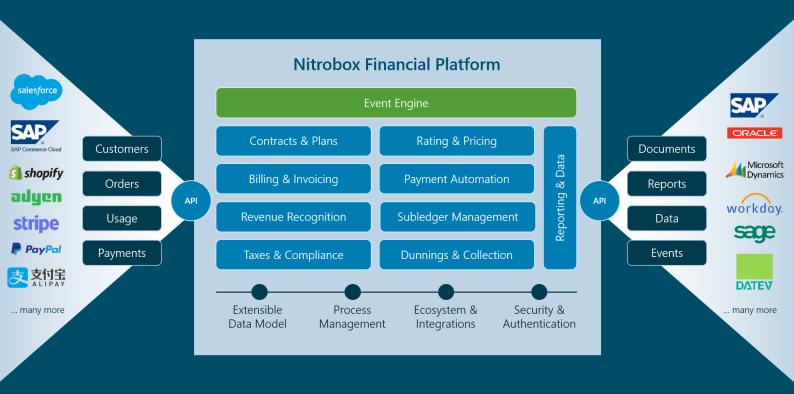
Payment of invoices to the manufacturer

Invoicing on behalf of the manufacturer

Sensor data
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IoT-platform

User data:
cups, minutes,
contract etc.

NITROBOX

Conversion to billable data & invoicing
(Nitrobox = subledger)

Retrieving payment data

Bank

Coffee shop as user of a coffee machine

Contractual relationship

Financial reporting by Nitrobox and data transfer to the ERP or general ledger of the manufacturer

Manufacturer of coffee machines & provider

Manufacturer receives the money according to his issued invoices

💡 Servitization with Nitrobox: This is how it works

Nitrobox converts machine data into billable data. Depending on the required billing cycle (days, months, etc.), invoices, credit notes etc. are created automatically by Nitrobox:

- For any number of machines
- For millions of transactions
- In different countries and currencies etc.

Nitrobox manages and processes all payments and posts the data according to the individually modeled booking rules as an independent subledger. Afterwards the finished financial reporting is transferred to the manufacturer's ERP / general ledger.

Nitrobox services und capabilities at a glance

Let's talk:

Nitrobox Financial Platform

Event Engine

Contracts & Plans | Rating & Pricing
Billing & Invoicing | Payment Automation
Revenue Recognition | Subledger Management
Taxes & Compliance | Dunnings & Collection

Reporting & Data

Extensible Data Model • Process Management • Ecosystem & Integrations • Security & Authentication

Left inputs (via API):
- Customers
- Orders
- Usage
- Payments

Logos: salesforce, SAP Commerce Cloud, shopify, adyen, stripe, PayPal, ALIPAY
... many more

Right outputs (via API):
- Documents
- Reports
- Data
- Events

Logos: SAP, ORACLE, Microsoft Dynamics, workday, sage, DATEV
... many more

Increase order-to-cash efficiency up to

85%

Shorten the time-to-revenue to

6 weeks

Increase business agility

10x

Reduce TCO up to

70%

Core product capabilities

UNIQUE PRODUCT
Nitrobox provides a unique cloud platform enabling unrivaled flexibility and scalability in set-up and automation of monetization processes.

MONETIZATION STRATEGY
Model your monetization strategy with unlimited options: subscriptions, usage based, one-time or hybrid. Execute changes in real-time and deploy within minutes.

REVENUE RECOGNITION
Fully automatic revenue recognition including deductions, tax or refunds. Manage subledgers, debtors, accounts and financial reportings.

CONTRACT MANAGEMENT
Manage contracts from creation to fulfillment. Respond to changes in real-time and manage the whole process in one single platform.

CONVERGENT BILLING
Convergent billing in any language, currency and layout. Connect any type of data for usage rating and dynamic pricing.

PAYMENT AUTOMATION
Integrate any payment provider or bank account. Automated processing of chargings, refunds and settlements.

Let's talk:
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Schedule your Nitrobox demo