NITROBOX

Nitrobox for Software companies
Offer demand-oriented software services and develop new revenue streams

Today's software customers expect demand-oriented services, that meet their needs perfectly – from try-before-you-buy programs, modular options and add-ons to demand-driven up- and downgrades and flexible contract terms. But the transition from one-time sales strategies to offering complex Software-as-a-Service (SaaS) and recurring-revenue business models involves a great strategic, financial and personnel effort.

Learn how Nitrobox can help you fully leverage your software innovation potential despite complex products and system landscapes, monetize smart Software products like subscriptions, pay-per-use, on-demand, bundled and hybrid models with ease and bring them to market within weeks.

Turn your digital software ideas into revenue

Smart, flexible, and customer-centric software products that are perfectly adapted to the requirements of B2B and B2C customers are the basis for promising new business models and monetization strategies.

This is exactly where Nitrobox meets your needs, enabling you to stay nimble and fast - and monetize such complex digital business models internationally with ease:

- **Recurring services**, e.g. subscriptions
- **Usage based services**, e.g. pay-per-use, on-demand, add-ons
- **One time purchases**, e.g. try-before-you-buy programs, activation fees
- **Hybrid models**, e.g. bundle, on-demand, modular products
- **Value added services**, e.g. helpdesk, setup, concierge services
- **Cooperation models with commissions for partners**, e.g. dealers or suppliers

Advantages at a glance

- Stronger revenue growth, higher margins and more predictable revenue streams
- Increase in company value, as recurring income is valued higher than one-off sales
- Easier sales due to lower entry barriers, attractive entry-level pricing and a wider variety of solutions and pricing options for the customer
- Improved customer loyalty and higher customer lifetime value
- Value gain due to maturing customers and ability to add features
- Increased customer engagement and access to usage data helps to remain competitive and adapt to the ever-evolving market

Flexible orchestration of your order-to-cash process

- Contract management and billing towards B2B and B2C customers and partners
- Calculation of sell-side commissions and fees

- Process digital payment methods, create invoices and credit notes in various languages and currencies
- Apply international taxes and business logic

- Manage payments, e.g. triggering payment collection and payouts
- Retrieve settlement data from PSPs and automated payment bookings

- Post according to modelled business rules
- Create a financial reporting and transfer to the main ledger

"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

Monetizing Software business models is this easy with Nitrobox

Enhance your legacy IT with Nitrobox and implement unlimited business models
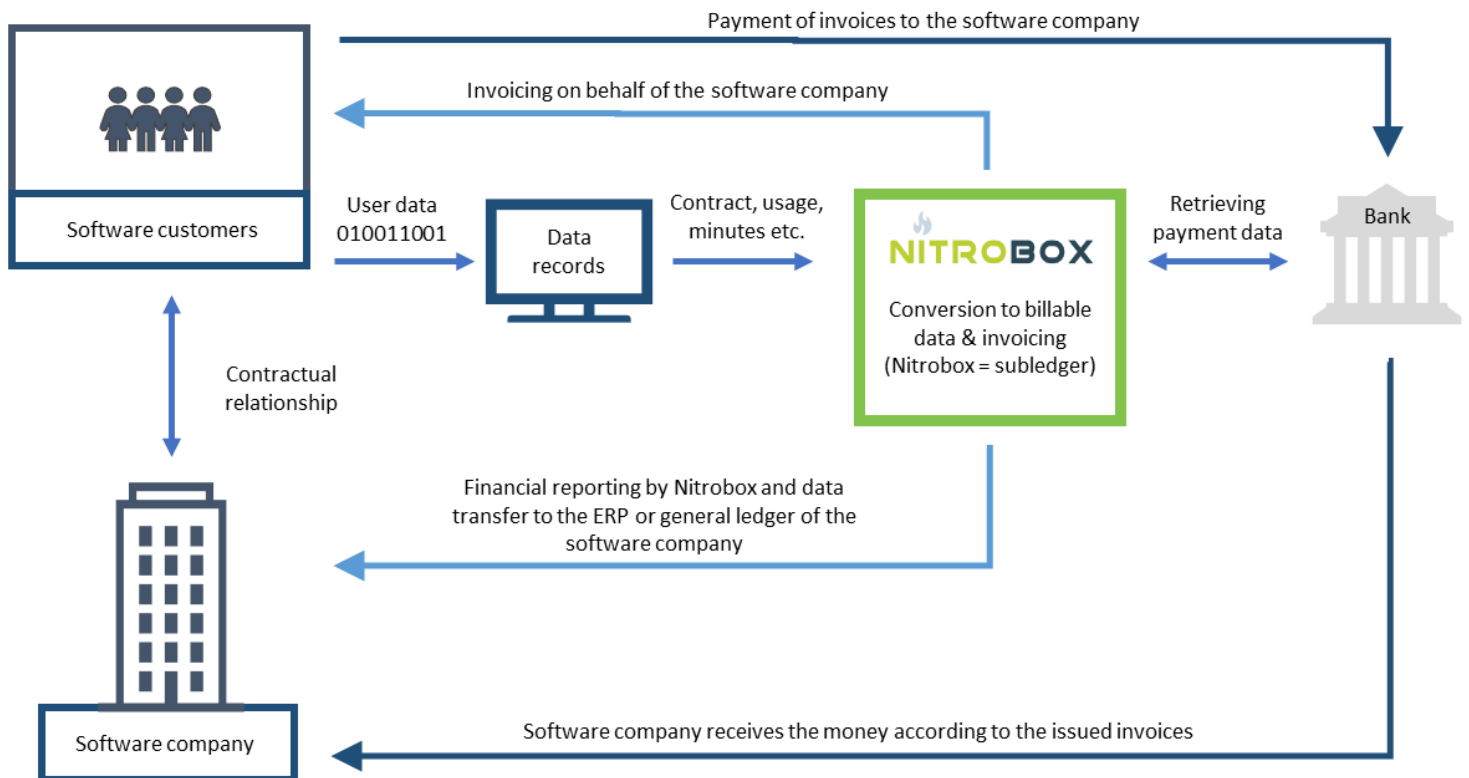
When buying these new SaaS offerings, customers benefit from operational (OPEX) instead of capital expenses (CAPEX), but for the software company the management and billing of those services becomes much more complicated.

When designing new digital software business models, legacy ERP systems very often prove to be a show stopper. Software 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 subscriptions, pay-per-use, on-demand, bundled or hybrid models - in real time and adaptable to any market.

One central platform for agile and automated billing processes

The Nitrobox Agile Monetization Platform can easily be integrated into existing backend systems such as SAP – enabling software 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.
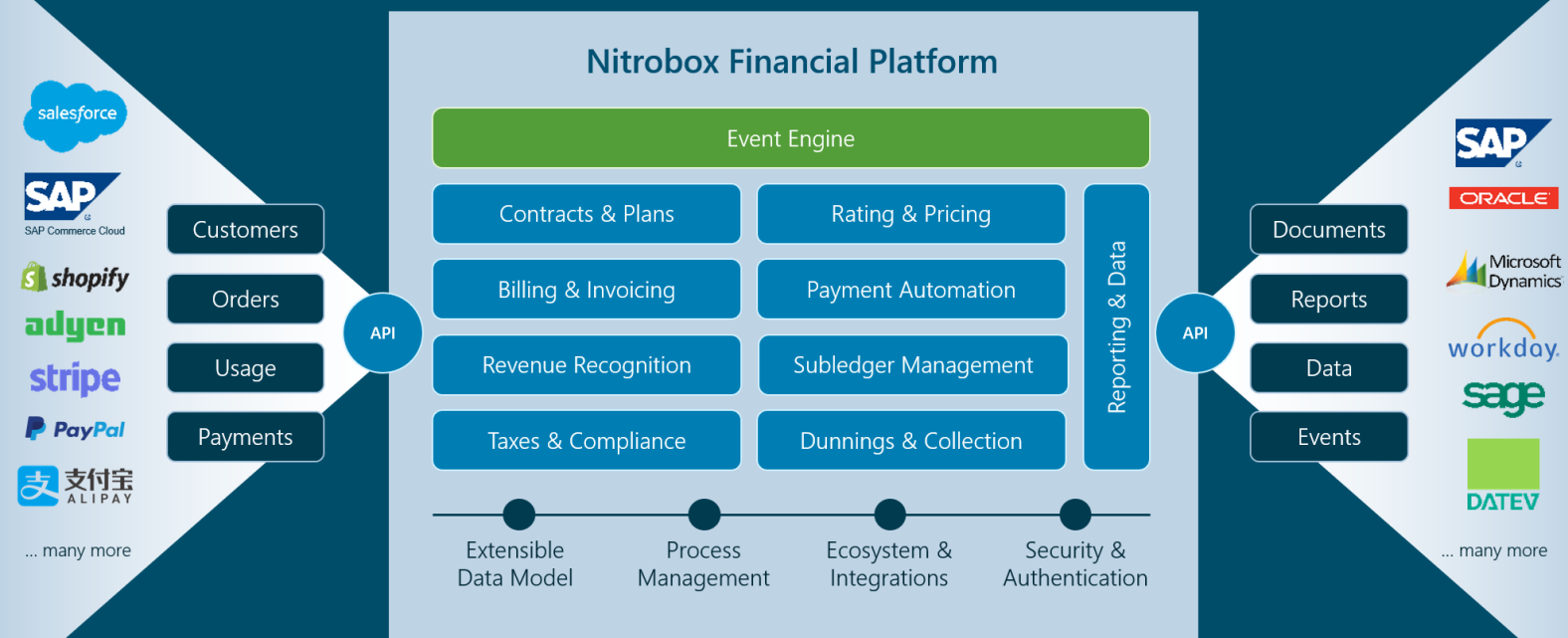
Payment of invoices to the software company

Invoicing on behalf of the software company

Software customers

User data 010011001

Data records

Contract, usage, minutes etc.

NITROBOX

Conversion to billable data & invoicing (Nitrobox = subledger)

Retrieving payment data

Bank

Contractual relationship

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

Software company

Software company receives the money according to the issued invoices

Managing a software business model with Nitrobox: This is how it works

Nitrobox acts as a smart subleder. It manages, bills and posts all financial processes and orchestrates the financial interactions between software company, customers and payment lent providers.

- For any digital business model
- For millions of transactions
- In different countries, currencies, regulations etc.

Afterwards, Nitrobox hands over the financial reporting to the general ledger of your software company. Nitrobox can be easily integrated via API into your existing ERP or backend systems such as SAP, which enables you to roll-out your software monetization strategy within weeks instead of months or even years.

Nitrobox services und capabilities at a glance

Nitrobox Financial Platform

salesforce
SAP Commerce Cloud
shopify
adyen
stripe
PayPal
支付宝 ALIPAY
... many more

Event Engine

Customers	Contracts & Plans	Rating & Pricing
Orders	Billing & Invoicing	Payment Automation
Usage	Revenue Recognition	Subledger Management
Payments	Taxes & Compliance	Dunnings & Collection

API

Reporting & Data

API

| Documents |
| Reports |
| Data |
| Events |

SAP
ORACLE
Microsoft Dynamics
workday.
sage
DATEV
... many more

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

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Increase finance operations efficiency up to	Shorten the time-to-revenue to	Increase business agility	Reduce TCO up to
85%	**6 weeks**	**10x**	**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.