

COMPANY PORTRAIT

Nitrobox Agile Monetization Platform

The **Nitrobox Agile Monetization Platform** is an enterprise-ready cloud software that enables corporates to rapidly monetize sophisticated digital business models - from transactional, pay-as-you-go, to subscription or hybrid models - and automate complex order-to-cash processes. The solution is used in a variety of industries, including mobility providers, manufacturing, banking and software vendors.

Nitrobox technology provides all the order-to-cash capabilities in one central platform and enables companies to map their digital financial and accounting processes in real time anywhere in the world. As a smart SaaS solution, it can be quickly and easily connected to existing financial systems and providers via the latest API.

ABOUT NITROBOX

Flexible monetization for digital business models

Companies using **Nitrobox software** achieve growth through recurring revenue and benefit from a shorter time-to-market. The flexibility of processes enables worldwide rollouts within a few weeks.

Due to the high scalability of the platform, the number of microtransactions can grow rapidly and creates a lot of room for business development. With teams in Hamburg, Stuttgart, Berlin and Munich, Nitrobox serves customers from more than 70 countries worldwide.

Mission

With Nitrobox, our innovative cloud platform for monetizing and billing digital business models such as subscriptions and pay-per-use, we aim to become the European market leader for subscription management solutions.

Customer requirements are becoming more and more individualized, forcing companies to expand their existing system landscape in order to be able to act flexibly and in a customer-centric manner.

Currently, companies quickly reach their limits with their legacy systems, as monolithic ERP systems are not designed to map and account for dynamic, changing processes in a scalable way.

Nitrobox's solution enables them to efficiently manage business ideas and scale them.



Market entry

2016



Offices

Hamburg, Stuttgart, Berlin, Munich



Employees

> 60



THE NITROBOX FOUNDERS

Henner Heistermann and Sven Grimminger jointly founded Nitrobox GmbH and have been running it as co-managing directors since 2015.

Henner Heistermann

CEO & Co-Founder Henner Heistermann is responsible for sales, marketing and finance at Nitrobox. In addition to building a strong partner ecosystem, he is primarily responsible for the company's strategic direction.

After several positions in medium-sized companies and at the web analysis specialist etracker, he founded ShopStrategen, a consulting company for e-commerce, together with Sven Grimminger in 2009. As an expert for digital business models, he supported companies such as Bechtle, Continental and DPD in developing innovative digital strategies.



Sven Grimminger

CTO & Co-Founder Sven Grimminger leads product development and operations of the Nitrobox Order-to-Cash Cloud Platform. A graduate in business informatics, Grimminger is a proven expert in intelligent software development and complex business processes.

As CTO, he is a sought-after contact person when it comes to integrating the Nitrobox solution into customer IT architectures. Before founding Nitrobox, he supported companies such as Bayer, Messe Frankfurt and GANT in setting up efficient e-commerce systems and processes.



MARKET

Corporate challenges of monetization

New business models such as complex subscriptions, usage-based billing models and digital microtransactions require completely new financial processes.

Those who also want to operate globally are faced with further highly complex billing requirements.

Various business models, contracts, tariffs, currencies, tax laws, payment channels and real-time billing are just a few of the many challenges that need to be managed.

Corporates find it difficult or impossible to integrate these diverse requirements into their existing IT system infrastructure and traditional ERP and financial systems without large-scale IT-projects.

CUSTOMERS

The Nitrobox Agile Monetization platform is aimed at corporates in the mobility, manufacturing, banking and software sector as well as other leading industries that are monetizing new digital business models worldwide using Nitrobox technology.



Mercedes-Benz



AWARDS



Deloitte.
Winner

Technology Fast 50 Award 2022
Powerful Connections



„Best Accounting Companies and Startups in Germany, 2021“



Nitrobox GmbH
Best Digital Accounting & Billing Platform 2021



"Innovation IT-Award in Finance, 2018"

